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NEW YORK, JULY 7, 1910.

THE CONDITION OF BUSINESS.

Business for the first six months, taken **New York** as a whole, has been larger than many people realize. The early import season was certainly very good, and orders ran well ahead of 1909. It is true that the April business among the importers was not very satisfactory, but May, in a measure, compensated the loss, and there was some business in June that was not expected.

The English manufacturers of china were perhaps the most favored ones in the early buying, as from the best information obtainable the high grade factories have about all the business they can attend to. The earthenware trade was not so pleasing, and it is a question if the orders taken in January, February and March, are any larger, if as large as last year's.

The jobbers placed orders ranging from twenty to thirty per cent more for German goods than they did last year, but the regular trade only bought the same as in 1909. The department store trade bought so little that most of the increase obtained from the jobbers was lost, thereby bringing the average increase down to not more than ten per cent over the last season, if indeed, it will equal that.

The trade in French goods was certainly disappointing. Perhaps one reason of the comparatively small buying was occasioned by the fact that very many orders were placed last fall. These orders were given for fear that the maximum rates might

possibly be applied after March 31st. But after all the French china trade will come pretty near being as good for the first six months of the year as it was last year.

The domestic potteries have no cause to complain, except in the matter of low prices. The volume of business they have done is very large, and more than that they are starting the last six months with many orders already booked, with an exceedingly bright prospect for the rest of the year.

The glass manufacturers of blownware have been behind in their orders for the entire six months, and have at last awakened to the fact that they are selling goods too cheap. Pressed ware has not been in such active demand by the general trade as manufacturers would like, but their scheme trade has been larger than last year. That both the glass manufacturers and the potters close for so short a time as they will is a better indication of the trade with them than anything that can be said.

Cut glass manufacturers had an excellent season up to the first of June. Strikes interfered with some of them and trade fell off with others from natural causes. The fall indications, however, are that business will be very good. Low prices and poor ware have hurt this industry very materially.

In the early spring manufacturers of decorated lamps did a good business particularly with trading

stamp and scheme houses. The production of this class of goods has fallen off materially within the past few years. Many manufacturers have abandoned this line and turned their attention to gas and electric lighting goods. The demand for metal lamps was rather light in the spring, but this fact is owing to conditions. Jobbers cannot handle the high grades to good advantage, and the buyers of expensive ware do not place their orders until early fall. If beauty and quality will increase the sales, then the metal goods will have a big sale a little later on.

The retail trade has been much better than most people think. June, which is usually a dull month, proved so very good that concerns turned a deficit to the other side of the ledger bringing the average up to figures better than last year's.

Trade for the week has not been anything wonderful, but inquiries are being made indicating that when the vacation season is over, the trade, both wholesale and retail, will have a big impetus. No possible reason exists why the business for the next six months should not be larger in proportion than the first six months.

In accordance with the custom of previous years, nearly all of the local potteries closed on Saturday and will remain thus for brief periods of various length, the shut-down affording an opportunity for inspection of the boilers and the making of necessary repairs to the machinery. Trade with the manufacturers is better now than it has been for several years at this season of the year, and although there is some let-up in orders, as is expected at this time, many of the manufacturers are receiving a lot of mail orders. All of the plants are expected to re-open within a week and the prospects for a busy fall season are said to be very fair.

Now that the glass manufacturers are in the midst of the summer shut-down period, there is every indication that the plants could have been kept at work with a steadiness that would have been a pleasant surprise. While it is true that orders are slackening up a bit, every plant has enough business on hand to keep going. Very few salesmen are on the road. Mail orders are only fair. Collections are about normal.

Potteries throughout the Ohio Valley closed a good six months' business June 25th, and while a number of the plants are shut down, a half-dozen resumed operations June 28th, announcing that they could remain idle no longer. The last six months of the year will undoubtedly produce some heavy business for the American pottery manufact-

urers. Orders now coming in indicate this. Salesmen are preparing to take the road. Collections are considered good, and the absence of spotty business is a pleasing feature of the last weeks' trade.

This and the Monaca glass Districts are well-filled with business, and the summer shut-down will be the only thing to hold up operations and possible shipments for a while. Cut glass plants are booking some nice orders, while the pressed and blown shops are very busy. Lighting glass factories are also working with good order files.

GLASS STRIKE SITUATION.

THE only developments in the glass company strike at Columbia, S. C., are two cards published June 25. In one the flint glass union gives its side, claiming that the glass workers are all right and will do all they can to help out the manufacturers. The other is from the glass workers apprentices, who state that they could not work with "non-union" men.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g June 18, '10	Correspond- ing period 1909	Exports Jan. 1 to June 18, '10	Correspond ing period 1909
Boston	246	77	3895	3401
New York	158	174	3720	2604
Baltimore			7002	7867
Philadelphia.	59	143	3212	2580
New Orleans.....	6		887	1488
Newport News..	....	....	55	751
San Francisco ..	....	....	....	151
Portland (Me.) ..		....	1022	1871
Galveston	53	....	604	448
Portland (Or.)..	....	....	....	95
Inland Points ..	7	94	1284	610
Total	529	488	21687	21866

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g June 18, '10	Correspond- ing period 1909	Exports Jan 1 to June 18, '10	Correspond ing period 1909
New York	157	166	3554	4179
Boston	255	77	3537	3160
Philadelphia.	58	143	2712	2795
Baltimore .....	....	....	7059	8534
San Francisco ..	....	....	....	151
New Orleans.....	6	....	572	1464
Portland (Me.) ..		....	591	1943
Galveston	53	....	1065	431
Newport News ..	....	....	55	751
Portland (Or.)..	....	....	30	55
Inland Points ..	...	94	1096	797
Total.	529	480	20271	24260

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. When the glass manufacturers resume operations July 18th they will do so under the most favorable circumstances. The blown and stemware manufacturers have excellent business in sight. Many buyers, anticipating an increase in prices, have placed good orders in advance, to be shipped as early after July 18th as possible.

All manufacturers of these goods are behind in shipments. Every factory will probably operate to capacity during the remainder of the year. Effort has been made to get new and novel etched ware out for the fall trade, and these lines with the old ones assured the buyer of a generous collection from which to select. The recent advance in prices is welcomed by buyers, for they have been at sea many times when placing orders. As matters now stand, goods will be sold on merit, and the manufacturers are working in unison with this end in view.

Contrary to expectations, the officials of the treasury department at Washington have delayed giving glass manufacturers desired information as to the imports of glassware for consumption, such as lighting, blown and pressed ware. Considerable correspondence has passed between the Association and the Federal authorities, but the data sought for has not been obtained. The manufacturers have not given up hope, however, and are still working with the hope of securing the figures. They are of the opinion that much of the imported glassware can be procured in this country, and at much lower prices.

Sales manager Cassell, of the Central Glass Co., of Wheeling, is adding new laurels to his recent successes, for it has been through his direct efforts that the Central has been brought to the front in the manufacture of new items in needle etched glassware. So heavy is business with this company that two furnaces have not been of sufficient capacity to take care of orders promptly, and starting July 18th, another furnace, that has been idle for twelve years or more will be placed on the active list, and this will increase the capacity of the plant just one third in all departments.

Of course Mr. Cassell could not make a success of his efforts without having capable assistants, and these he has chosen with care. The results so far obtained have counted for much to all concerned.

Announcement is made that the Phoenix Glass Co. will not rebuild the warehouse that was recently destroyed by fire. The warehouse at the main plant will be enlarged, so that room will be had for a generous stock. The company has had the matter up with its employes to work during the summer shut-down, and many have signified their willingness to do so.

At the quarterly meeting of the board of directors of the Pittsburgh, Lamp, Brass and Glass Co., a quarterly dividend of one and three quarters per cent was declared on the preferred stock, payable July 1st.

The committee recently appointed from glass manufacturers in the western district to look into the action of the freight associations which plan to increase the rate on some grades of cut glass from third to double class hope to be successful in their efforts to prevent it. The cut glass globe for lighting purposes is placed in the list upon which the class is increased.

Gas and electric fixture dealers and manufacturers have formed what will be known as the National Fixture Association, and a number of lighting glass manufacturers are identified. They are: Phoenix Glass Co., Macbeth Evans Glass Co., Fostoria Glass Specialty Co., and the Holophane Co. Albert Morreau, of the Morreau Gas Fixture Co., has been elected president of the new organization. It was brought out during the formation of the association that if the manufacturers would correct the habit of trying to be the retail store, the owners of the latter would be glad to refrain from encroaching upon the field of the manufacturer.

General Manager Matthew Sloan, of the Potomac Glass Co., of Cumberland, Md., while in the District recently declared that there was nothing to complain of at the Potomac plant. Business has been up to the standard during the past season, and although orders are showing a slight falling off just now,

there was no reason for complaint. The staple lines of this plant are selling well. Mr. Pugh, who has been traveling through the West is now at home on his vacation.

W. E. Hunter, of the Economy Tumbler Co., was a visitor to the District last week. This factory will show several new creations in etched ware this fall.

Flower vases have been in greater demand this season than for years. Florists have bought most liberally, and the department store trade has been quite above the average in this respect.

A new shape in egg cups is a late creation of the Monongah Glass Co. Some other new items are gold stamped initial and monogram tumblers, some being shown with a gold band border. Some enameled decorated tumblers are included.

An eight-inch sunburst and heavy pressed figured nappie from the Cambridge Glass Co., has been one of the attractive propositions of the trade this season. Orders for this item have been most liberal.

The statement was made by one of the best known glass buyers in the Pittsburgh District during the past few days that a price of eighteen cents was being quoted for a ground bottom Colonial tumbler. When a manufacturer was asked if he had heard of the quotation, he declared that he had, but was unable to learn of the factory making the quotation.

The Pittsburgh Cut Glass Co., which was recently organized and started operations in the Phipps Power building, is the only plant of the kind in the downtown District. The sales department, which is in charge of R. G. West has booked such a large amount of business that the company has been compelled to arrange to increase the number of frames and cutters immediately. Besides marketing a line of cut tumblers, cut lighting goods are also being made. A part of the plant is operated nights in order to fill orders promptly.

Gerald Bryce, of the Bryce Bros. factory, Mt. Pleasant, was in the District and was showing buyers a new line of rock crystal effects in stemware and fancy pieces. Buyers pronounce both lines exceptionally attractive ones.

The Dahlia pattern in cut glass which is being shown exclusively in this District by Robert Orr, of the Horne stores, is a product of the Corona Cut Glass Co., of Toledo. The lines of the flower are followed closely in the cutting.

With the United States Glass Co., there is no let-up in orders, and all plants are so supplied with business that they will resume operations in full July 18th. Stock with this company is not large, for shipments

have been made in the majority of instances during the past season, direct from the finishing departments.

The H. C. Fry Glass Co. has installed an automobile service between the Pennsylvania station and the plant for the convenience of buyers.

Orders have taken a good spurt with the Rochester Cut Glass Co., the trade on the higher priced tumblers being better this season than for years. General Manager Robert Johnson plans to get out a line of specialties, the character of which is said to be a little different from anything the company is now making.

William H. Gibbs, the prominent cut glass manufacturer of Stroudsburg, Pa., has recently effected a consolidation with a cut glass firm in Honesdale, Pa. Plans are under way to enlarge the Gibbs works, which will be merged with the factory of the Honesdale concern on their removal to Stroudsburg, in the near future.

The Economy Tumbler Co., Morgantown, W. Va., will resume operations July 11th after one week's idleness. An additional furnace will be started at that time.



Ball Brothers fruit jar and
Knightstown, Ind. bottle plant has been closed indefinitely.



The Rollins Pacific Jar Co., is investigating various properties for a
Auburn, Cal. factory site.

A. J. BENNETT BUYS CAMBRIDGE PLANT.

WHEN Arthur J. Bennett came East last week, it was for the purpose of completing arrangements for the purchase of the Cambridge (O.) Glass Co.'s factory. Mr. Bennett is president of the company and ever since the demise of the National Glass Co., has been trying to get possession of the property for the stockholders. The company originally was an independent corporation but the members were all connected with the National Glass Co. The two companies were so closely allied that the Cambridge company was involved to some extent in the affairs of the National. Mr. Bennett extracted the Cambridge in all except the real estate and very shortly after the National went into the hands of receivers, started the Cambridge as a separate company. He has bought outright the plant which his company occupies, and is entitled to much credit for the way he has handled the Cambridge Glass Co. He has run full and made

money where others have played a losing game. He has managed the thing on business principles and has reached the goal for which he has striven for many long years.

DOWNINGS' NEW TARIFF BOOK.

THE second edition of Downings' U. S. Customs tariff, revised to March 1st, 1910, is now ready. This book contains over twenty thousand items alphabetically arranged. Each item shows the paragraph in the law and refers to all decisions that may govern. Downings' customs tariff is recognized as the standard tariff authority by the United States Treasury Department and custom officials throughout the world. The new book contains, in addition to the alphabetical schedule, much valuable information in relation to customs matters. It is published by R. F. Downing & Co., 24 State street, New York. Price \$2, postage paid.

JOHN NIXON GUEST OF HONOR.

ON Friday last, July 1, John Nixon was the guest of honor at a luncheon at the Hardware Club given by some of his old associates, prior to his departure for Europe on Saturday. There were present, Albert E. Snow (who as president of the Salesmen's Association was asked to take the head of the table) Harry S. Mirrieless, W. S. Pitcairn, Jos. Burroughs, Jos.



JOHN NIXON

F. O'Gorman, E. M. Uniack, Geo. Hamilton, C. H. Taylor, W. F. Rowe, L. D. Seixas, E. F. Anderson, R. E. L. Wells, Ed. Butler, Henry Endemann, W. W. Magee and Geo. M. Jaques. It was noted that there were besides the present incumbent of the presidential chair seven ex-presidents and seven of the charter members of the association. A simple but very elegant lunch was served. Owing to the

fact that Mr. Nixon had much to do before his departure speech making was dispensed with, but Mr. Snow gave each one an opportunity to wish Mr. Nixon a bon voyage, and to express their appreciation of him. Nothing was said that was not fully deserved. He is a genial good fellow, has worked as hard if not harder than any other man for the good of the association, and outside of that has endeared himself to everyone with whom he comes in contact.

Mr. Nixon thanked the company for their expression of esteem and good fellowship and hoped when he came back to join them all in other pleasant gatherings.

AT BOSTON.

THE six months just closed mark a good volume of business in china, crockery, glass and lamps, as far as can be learned by a rough summary. This is in both wholesale and retail circles. A number of wholesale houses report a little better than last year, while one or two are even, and one is just \$200 behind. (Send him that order, someone!) No house is behind in retail sales; on the contrary an excellent gain is shown. Retail business has been good during June; exceptionally so on cut glass and china. This is true, notwithstanding the fact that one of the biggest houses here discontinued its daily paper advertising for two weeks in June. The outlook for the rest of the year is decidedly encouraging and it is freely predicted that 1910 will show an immense gain over last year.

A distinguished visitor here last week was Daniel Taylor, president of the Pittsburgh Lamp, Brass & Glass Co., who spent several days in Boston in conference with G. E. McFarlin, manager of the local display rooms and offices.

George Granville, or "Train-load" Granville as he is frequently called, has returned from a trip through Connecticut and Rhode Island. George is meeting with great results with the Heisey glass line; in fact his big orders were responsible for the appellation of "Train-load." That's how he got the title. Lucky George!

James F. Leary, glass buyer for the Outlet, Providence, R. I., was here last week and left some fair-sized orders with the local houses.

Most of the new lamp samples for Edward Miller & Co., have been received at the Boston headquarters. These are of exceptional merit and the metal overlaid table lamps, both electric and gas, are beyond quality criticism. The over-laying work is absolutely finished—not the slightest roughness in evidence anywhere—and with the new green scenic effects, Miller

lamps should rate as "Leader" in the popular and quick selling class. Buyers! Edward Miller & Co.'s address is 63 Pearl St.

Another buyer was Fred Fisher, of Nelson's department stores, Lowell, Nashua, N. H., Manchester, and other cities.

A representative of the Crown Novelty Co., Chicago, was at the Brewster showing a line of lamps. Another "seller" was H. E. Austerlitz, of the Renhl Mfg. Co., Cincinnati, with a line of wood and composition lamps.

The selling fraternity at New York and Pittsburgh can be on the look out for John J. Curry, crockery and glass buyer for Houghton & Dutton. He is liable to be with you any minute with a pocket full of requisitions.

George W. Homer, known as "Homer's," will give up his china department in the near future. The space formerly occupied by china will be devoted to cut glass and glassware. He has a very nice glass department now, but with the pending remodeling and the addition of a full stock and patterns, it should rank with the best in the city. Mrs. Charles Pearson, buyer, reports an excellent retail trade.

H. W. Perkins, of 164 Federal St., has taken on Frank & DeKeyser's china and glass lines for Boston and New England.

Henry T. Edwards, of the Fostoria Glass Co., has left town recreative bent for King Bartlett Lakes, Spencer, Maine.

John J. Reed, who recently took on the Liberty Cut Glass Co. line, is meeting with success. Mr. Reed, by the way, is one of the oldest subscribers to THE CROCKERY AND GLASS JOURNAL, and his varied experience in the industry eminently fits him for his present representation.

One of the large glass display rooms that is presided over by a genius of ability can be found at 157 Federal street where Duncan & Miller Glass Co.'s fine table glassware and the Central Glass Works' bar glassware and blown tableware are on exhibition.

A SAGGERLESS KILN.

A SAGGERLESS pottery kiln, the first of its kind, is being set for a trial in the biscuit department of the American China Co.'s plant at Toronto, Canada. The kiln is peculiar because no saggars are employed, and the outside and center rings of the kiln, when installed under the new plan, remain stationary.

Blocks are placed in such a manner as to permit ware being put in the openings formed. The outside and center rings of the kiln are filled first with ware. Then the space which remains is built up with circular blocks in much the same manner as the outside and center. Part of the blocks must be removed each time the kiln is drawn.

IN THE MARKET FOR SAMPLE CHINA.

W. G. KLEIN, china buyer and H. A. Katz, of Katz & Goldsmith, Braddock, Pa., will arrive in town on July 11th, for the purpose of securing several thousand dollars worth of sample china for their premium department.

Messrs. Klein and Katz will be located at 46 East 14th street, and will be glad to investigate the lines of importers who wish to close out any of their samples. Any correspondence, or telephone calls will receive personal attention.

OBITUARY.

G. LEES, London agent for the Coalport China Co., died suddenly of heart disease June 25th at his home in that city. He was about sixty-five years old and had been in the English china business a great, many years.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

F J Harper, with Raphaël Weill & Co, hf, San Francisco, Cal. 100 Fifth Ave.

Mrs B Herman, Indianapolis, Ind.

C N Everett, with Woodward & Lothrop, hf, c, Washington, D C. 438 Broadway.

L S Levy, with J Goldsmith & Sons Co, t, Memphis, Tenn. 43 Leonard.

T A Barlow, of J T Barlow Co, hf, Dayton, Ohio. The Hermitage.

A E Ellis, with Almy, Bigelow & Washburn, hf, Salem, Mass. 2 Walker.

L J Wagner, with J N Adam & Co, t, Buffalo, N Y. 214 Church.

J Dietscher, with William Hengerer Co, t, Buffalo, N Y. 214 Church.

C L Hart, with Los Angeles Notion Co, t, Los Angeles, Cal. 256 Church.

J D Knight, with Holden & Stone, hf, Pittsfield, Mass. York.

R A Cavanaugh, with A Lisner, hf, Washington, D. C. St Denis.



IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
July 5, 1910.

ANTWERP

88 packages glassware.....	Strobel & Wilken Co
75 " earthenware.....	" "
267 " toys.....	" "

BREMEN

20 packages glassware.....	L Straus & Sons
7 " ".....	A Steinhardt & Bro
23 " ".....	Samstag & Hilder Bros
144 " ".....	Eimer & Amend
57 " ".....	Endemann & Churchill
72 " ".....	Strobel & Wilken Co
266 " ".....	Miscellaneous Orders
1 " earthenware.....	Bawo & Dotter
1 " ".....	Froeber & Vollrath
34 " ".....	Knauth, Nachod & Kuhne
36 " ".....	Karl Hutter
87 " ".....	Strobel & Wilken Co
22 " ".....	Miscellaneous Orders
208 " toys.....	F A O Schwartz
5 " ".....	Bawo & Dotter
188 " ".....	Geo Borgfeldt & Co
124 " ".....	L H Mace & Co
331 " ".....	Strobel & Wilken Co
249 " ".....	Miscellaneous Orders

HAMBURG

35 packages glassware.....	Fensterer & Ruhe
31 " ".....	W R Noe & Sons
7 " ".....	F Bing & Co
8 " ".....	Lazarus & Rosenfeld
14 " ".....	Eimer & Amend
69 " ".....	Strobel & Wilken Co
141 " ".....	Miscellaneous Orders
107 " earthenware.....	L Straus & Sons
8 " ".....	J Wygand & Co
11 " ".....	F Bing & Co
7 " ".....	J Palme
88 " ".....	Bawo & Dotter
4 " ".....	L D Bloch & Co
2 " ".....	Koscherak Bros
8 " ".....	Geo Borgfeldt & Co
59 " ".....	Strobel & Wilken Co
71 " ".....	Miscellaneous Orders
1 " toys.....	Geo Borgfeldt & Co
6 " ".....	F W Woolworth
43 " ".....	Samstag & Hilder Bros
88 " ".....	B Illfelder & Co
187 " ".....	Strobel & Wilken Co
242 " ".....	Miscellaneous Orders
4 " harmonicas.....	Strobel & Wilken Co

HAVRE

46 packages chinaware.....	Wm Guerin & Co
48 " ".....	L Straus & Sons
11 " ".....	J H Venon
60 " ".....	Miscellaneous Orders

LIVERPOOL

5 packages earthenware.....	Strobel & Wilken Co
19 " toys.....	" "

LONDON

41 packages toys.....	Strobel & Wilken Co
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ROTTERDAM

889 packages earthenware.....	Geo Borgfeldt & Co
12 " ".....	L D Bloch & Co
54 " ".....	Bawo & Dotter
190 " ".....	B Illfelder & Co
59 " ".....	L Straus & Sons
36 " ".....	A Steinhardt & Bros
43 " ".....	Lazarus & Rosenfeld
16 " ".....	Miscellaneous Orders
6 " toys.....	Geo Borgfeldt & Co
16 " ".....	F A O Schwartz
131 " ".....	Bawo & Dotter
31 " ".....	Miscellaneous Orders
10 " glass ware.....	Geo Borgfeldt & Co

SOUTHAMPTON

274 packages chinaware.....	Haviland & Co
17 " ".....	A G Moment
10 " ".....	Bawo & Dotter
3 " ".....	Ceramic Importing Co
5 " ".....	L D Bloch & Co
3 " ".....	Lazarus & Rosenfeld
34 " ".....	Miscellaneous Orders

TRIESTE

17 packages glassware.....	J Palme
3 " ".....	Koscherak Bros
34 " ".....	F W Woolworth
79 " ".....	L Straus & Sons
30 " ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

21 packages earthenware.....	Jones, McDuffee & Stratton Co
24 " ".....	Mitchell Woodbury & Co
50 " ".....	American Express Co
21 " ".....	Miscellaneous Orders

LONDON

5 packages earthenware.....	P L Carbone
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ANTWERP

67 packages earthenware.....	Jones, McDuffee & Stratton Co
7 " ".....	J B Moore & Co
16 " ".....	L Wolf & Co
72 " ".....	Mitchell, Woodbury Co
71 " ".....	Geo Borgfeldt & Co
38 " ".....	Houghton & Dutton
35 " ".....	Stone & Downer Co
64 " ".....	Miscellaneous Orders

HAMBURG

84 packages earthenware.....	Jones, McDuffee & Stratton Co
11 " ".....	Simon Bache & Co
14 " ".....	R F Downing & Co
9 " ".....	Bawo & Dotter
12 " ".....	Patterson Wylde & Co
69 " ".....	Ocean Transit Co
152 " ".....	National Despatch Co
16 " ".....	Geo Borgfeldt & Co
1 " ".....	Houghton & Dutton
9 " ".....	F Behrend & Co
11 " ".....	L Wolf & Co
38 " ".....	L E Knott Apparatus Co
4 " ".....	W N Proctor & Co
38 " ".....	J B Moore & Co
16 " ".....	American Express Co
12 " ".....	Miscellaneous Orders

ROTTERDAM

48 packages earthenware.....	Geo Borgfeldt & Co
10 " ".....	R F Downing & Co
6 " ".....	Lazarus & Rosenfeld
196 " ".....	Miscellaneous Orders

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 7, 1910.

SEASONABLE WINDOW TRIMMING.

THERE are many retailers who, year in and year out, decorate their windows in more or less the same fashion, paying little, if any, attention to seasonable displays. These dealers undoubtedly suppose that by changing their trims at fixed periods they are doing all that is necessary to make the show window yield the maximum of profit.

The actual experience of the most successful merchants in the crockery and glassware business, however, proves that this policy is not a good one. While a window, for instance, showing nothing but a large figure of St. Nicholas spattered with sparkling stage snow is not a good one from a business standpoint, it will attract ten times more attention during the Christmas season than a conventional array of dinner services and glassware having no holiday atmosphere.

The writer uses the term "seasonable" in a general sense. The opportunities offered the retailer to increase the drawing power of his window are many, and where he can intelligently discern his chance for adapting an idea observed or brought to his attention half the work of keeping his window "up to the minute" is accomplished, and he will find he has a constant supply of ideas to work out.

Anything of public interest, be it a baseball game or yacht race, includes certain features that can be portrayed in a window and that will be of sufficient interest to attract lookers. Where elections are in progress, or any serious local matters that cause radi-

cal dissensions of opinion are being discussed, the merchant will find the best course to pursue in one that favors neither party. The dealer should by no means ignore an opportunity like this, but should be diplomatic in not giving offence to either side.

Seasonable displays are to be recommended at all times, and where they appear continually will soon form a feature of interest that will be looked forward to by the public.

PERSONAL.

A MORE elaborate trout fishing equipment has probably never gone out of the District than that which was packed away among the impedimenti of Geo. Tonolla, when that erstwhile G. D. A. traveler started for Tunkhannock, Pa., last Friday. Reports from that vicinity are being eagerly awaited by several District anglers before tackle is selected.

B. S. Schelling, of Stroebe & Wilken, sails Saturday on the Baltic for Sweden. He expects to be gone six or seven weeks.

Mr. A. L. Brunn, St. Louis manager of the Pittsburgh Lamp, Brass and Glass Co., leaves on his vacation July 9th. Mr. Brunn goes to visit his son, who has a very large gold claim in Jarbidge, Nevada. From this point he will continue west to Vancouver, returning via Canadian Pacific Railroad to Winnipeg.

H. Goldman, of the United Novelty Co., left for Albany on the 6th, on a short business trip.

William D. Robertson, of C. B. & J. Warner, departed early this week on his regular southern trip.

Chas. J. Pratt, who represents the National Glass Co., in London, sailed for home Wednesday, having completed a brief business trip in this country.

Geo. D. Sailer, secretary of the McKee Glass Co., was a District visitor this week.

Fred A. Hess, of the New York office of Goodwin & Kintz, is at Winthrop, Mass., on a ten days' vacation.

J. J. Hines and F. D. Farrell, the two strenuous roadmen for Blakemen & Henderson, filed away their business cares last Friday and are now enjoying

well-earned vacations where excess baggage and time tables cause no worry.



Louis Melczer, president and manager of Melczer Bros. Co., wine and bar glassware jobbers of Phoenix, Ariz., made a few calls in the District this week before sailing for Europe.



J. H. Colgrove, of the Ceramic Importing Co., is at his summer home in Redwood, N. Y.



R. A. Cavanaugh, who is known to pretty nearly everyone in the trade, was a welcome office caller on Wednesday.



A. H. Ledden, who represents the Buffalo Pottery Co., is now a resident of Ocean Grove, N. J. He has spent his summers there for many years, coming to his New York office daily.



P. C. McMahon has resigned his position with Taylor & Mulvaney, of Hamilton, Ont.



While diving from a float at Manhattan Beach last Saturday, Edward O. Coles sustained a painful though not serious accident, by breaking a tendon of his left leg.



Chas. L. Dwenger is at present sojourning at Marienbad, Germany. Mr. Dwenger is dividing his stay abroad between business and pleasure and is expected back about August 1st.



J. M. White, who maintains a small china studio in Chicago, was in the District last week placing orders



Chas. E. Noe, of Wm. R. Noe & Sons, returned Tuesday via Canada, from a three months' wedding tour abroad. His brother, Wm. R. Noe Jr., left headquarters the same day for a vacation at the family's summer home in Booth Bay Harbor, Me.



It is rumored that E. Claybourne Ledger of W. S. Pitcairn's staff is contemplating matrimony. Mr. Ledger, however, refused to confirm the allegations.



Leonard Stock, with Herman C. Kupper, leaves Saturday for two weeks' vacation in Pike County, Pa.



E. H. Hammond, New York agent for the Eyga-

broat-Ryon Co., has been visiting the company's factory at Lawrenceville, Pa., the past week.



W. J. Hague, alias "Doc," one of Bassett's inside salesmen joins the vacation contingent for two weeks, beginning Saturday.



J. C. Stanley, proprietor of the Stanley China Co., Columbia, S. C., reached the District Thursday morning this week and when last seen he was placing orders for china.

U. S. POTTERS MEET.

AT the special meeting of the United States Potters' Association, held July 6th at the Hotel Chalfonte, Atlantic City, a committee was appointed to revise the existing price list. The committee is composed of H. D. Wintringer, W. S. George, E. L. Henderson, J. A. Sebring, Edwin M. Knowles, Charles Howell Cook and Geo. C. Thompson. The meeting was well attended and considerable enthusiasm was evidenced by those present. The attending members were W. E. Wells, Edwin M. Knowles, Charles C. Ashbaugh, Geo. C. Thompson, C. R. Bauman, E. L. Henderson, Thomas A. McNicol, H. D. Wintringer, Thomas Mayer, A. G. Dale, Charles Howell Cook, Moses Collear and L. C. Pierson. The associate members present were H. L. Harris, W. Riehl, Geo. J. Nieberher and Geo. M. Jaques, of the CROCKERY AND GLASS JOURNAL. Charles Howell Cook, of the executive committee, presided.

Last January the selling committees both East and West reduced cash accounts from two per cent off fifteen days to one off fifteen days. Complaints were made that some of the potters were not keeping the terms, explanations followed and it was found that in a few instances where contracts had been made the two per cent was claimed but all these contracts expire July 1st. The association ratified the action of the committees in the matter of discounts.

The committee on price list are to endeavor to reach a basis on which to make advances. The ware is now so diversified that there is no possibility of a concerted and uniform raise but each pottery will advance individually. The change of date of the annual meeting to October 11th is because so many buyers come to market in November and December that it is necessary to have prices fixed before their advent.

An interesting diversion was the flight of Curtiss who flew in his aeroplane from Inlet to Chelsea, and was witnessed by the members of the association.

The meeting was adjourned until October 11th when the association convenes at Pittsburgh.

AT PITTSBURGH.

RETAIL trade in and about the Pittsburgh District during the past week has been exceptionally good. Buyers report business above the corresponding week of last year, and indications promising, notwithstanding the approach of the midsummer season.

Robert Orr is forcing the china and glass department of the Joseph Horne stores, to the front. Sales have been far above the average although no unusual methods appear to have been followed.

Thomas Neely, of the china and glass department at Boggs & Buhl stores is making a good record. His department has been showing steady increases over the records of last year, and the popular-priced goods have been in great demand.

Samples of the new holiday lines of Kinney & Levan are now being shown in the Century Building by W. W. Lang. The line of fancy goods and vases is the largest ever shown in the District by this firm and the goods are of a superior quality.

Mr. McKee, showing the lines of the Charles Parker Co., of Meriden, Conn., was in the District last week.

A creditable display of the lines of Turner & Seymour Mfg. Co., was that made here during the past few days by Mr. Sheehan. A number of new effects in gas and electric portables were shown.

GERMAN ENAMELED WARE.

IN stating that the value of enameled ironware—chiefly kitchen utensils—exported from Hamburg to the United States in 1909 was \$62,833, and in 1908 \$88,779, Consul-General Robert P. Skinner further discusses this German trade:

“In 1909 manufactures of iron and steel worth \$159,766 were exported from Hamburg to the Philippine Islands, at least one-half of which consisted of enameled utensils. There was no reason, apparently, why all of these metal goods should not have been furnished by American manufacturers, except the desire of the importers to procure a cheap grade of ware which American manufacturers are unwilling to supply, and which finds sale, ordinarily, on bargain counters, and which is often given away as premiums by a certain retail establishments.

“A German manufacturer of enameled metal, not of this kind, and who has had a large experience

in the United States, informs me that the class of ware being exported costs less when finished, very often, than the patches which must soon be added after the articles are used. The enamel is bad, and the ware always rusts quickly. First-class supply houses in the United States prefer American ware because of its superior quality. This informant states that German and Austrian manufacturers of really first-class enameled iron utensils are not able to sell more cheaply than American manufacturers, whose output is quite as good as the best of the European, if not superior. The sheet iron, indispensable in this industry, can be made for less in the United States than in Germany, while in the latter country the necessary chemicals are cheaper.

“Borax, a very important article in this business, is probably fifty per cent dearer in the United States than in Germany. All borax manufacturers must procure raw materials from the Borax Consolidated, a company with offices in London, and which sells in Europe upon the condition that no borax is to be shipped to North America. My informant said: ‘Our American friends asked us to find a firm willing to sell them several hundred tons of oxide of tin, which costs here about \$700 per ton. Everybody was pleased to give us prices for our own use, but declined to sell us anything whatever for North America. Although wages are higher in America than in Germany, the labor cost of the finished article is less in the United States. The processes of manufacture are not covered by patents and all the formulæ for enameling are very much alike, although the various manufacturers all try to have some secret or special process. The basis is always the same. The cheap goods now going to the United States are all light gauge as to iron, and the work throughout is inaccurate.’

“The gentleman quoted, a large employer of labor, asserted that wages were only apparently cheap in his industry in this country, and that, with the same machinery, the same processes, and with his experience in the United States, he was unable to get the same results with an equal number of workmen.”

SAYINGS OF FRA ELBERTUS.

LET us mind our own business, and thereby allow others to mind theirs.

Your own will come to you if you hold the thought firmly and hustle.

What others say of me matters little; what I myself say and do matters much.

If you want things done, call on a busy man—the man of leisure has no time.

Folks who never do more than they get paid for never get paid for any more than they do.

Don't tell about what you would do if you were some one else—just show what you can do yourself.

The New York Crockery and Glass District.

There seems to be no limit to the capacity of New York city for absorbing new hotels of the finest grade, and the latest applicant for public approval is the Ritz-Carlton now nearly completed at Madison Avenue and 47th street, overlooking the new Grand Central station. After much competition, the architect, Charles D. Wetmore, has awarded the order for the restaurant and dining room service to Porcelaines G. D. A. through L. Barth & Son, of this city, and the goods are now being made at Limoges. Besides the restaurant and dining room service, an afternoon tea service of quaint design is being made for the Ritz-Carlton by F. W. Jenkins & Son., this order being also supplied through L. Barth & Son.

Cox & Lafferty, report that barware business has been very heavy with them. The Seneca Glass Co., is making a very complete line of barware, and shipments have been prompt. The Imperial glass company, is working full capacity in their mould shop, to complete the new line for August, which will be the strongest pressed line ever turned out by this factory.

Fondeville & Van Iderstine have taken the agency of Adolphe Paroutaud, Limoges, France, and have a full line of samples now on exhibition at their warerooms, 35 Warren St.

Bawo & Dotter are rapidly disposing of their import samples to make display room for new samples of stock goods. The ware rooms are being renovated in anticipation of the arrival of the new goods and when visitors arrive they will see the store in splendid condition. The goods, as everyone knows, are sure to be right.

About this time of the year the manufacturing facilities of the Plume & Atwood Manufacturing Co. undergo a thorough examination to determine the exact capacity, both normal and with extra help, of the Waterbury plant. This is done in order to avoid delays in putting orders through. Such an examination has recently been completed, and the report shows

that conditions never were more favorable. Immense quantities of stock, ready to be instantly assembled, are stored in the buildings. The company desires to repeat that anticipating requirements as much as possible, means better satisfaction to all parties concerned.

L. Bernardaud & Co., who for many years have been marketing their china through Endemann & Churchill, have elected to sell direct to the trade hereafter and have appointed Harry R. Churchill as agent. There will be no change in the firm of Endemann & Churchill, and they will continue, as heretofore, their line of imported table and bar glass. The only difference to the trade under the new order is that L. Bernardaud & Co. will bill their own goods beginning July 1st. Particulars are set forth in an announcement on another page.

With the arrival of a large consignment of hammered brass shower lights and lanterns, from the Brooklyn factory, J. Morgan & Sons now have their complete line on display, ready for the buyers inspection. Edward O. Coles, the general sales agent, is getting some surprisingly good returns from his recently appointed local agents. Although he was naturally enthusiastic about the idea of establishing agencies throughout the country, the immediate responses in the shape of orders, is a matter of gratification. According to reports, last month was the largest, in the way of business, in the history of the company.

The leading feature at the display rooms of the Fostoria Glass Co. this week is the large assortment of 1910 patterns in lamps, which have been arriving in installments the past few weeks. The Fostoria company has always made a specialty of lamps, particularly the more moderately-priced ones. A distinct innovation in decoration is observed in many of the numbers now on display. These new decorations are made up in harmonizing colors, which, when illuminated, blend together, throwing the design out in soft indistinct outlines which has a very artistic

appearance. Price lists and general information is ready, and buyers should be sure to include the Fostoria on their calling schedule.

Although every year Bradley & Hubbard show a great many exclusive innovations in their line of gas and electric light fixtures, their assortment this year eclipses any previous offerings. The diversity in design, coloring, and the wide range of prices was never more evident than it is now. The buyer who does not visit the showrooms is making a big mistake.

E. L. Bates and E. H. Hammond have conjointly copyrighted a gas and electrical portable. The feature is that both the standard and the frame for the shade are cast and the lamp is now on the market in either bright brass or antique cast iron.

The United Novelty Co., designers and decorators of bureau sets, plaques and specialties, started business at Barclay street on July 1st. The concern is owned by Mrs. B. Heuman, of Heuman & Bernthal, who have offices at the same address. The new company is at present specializing on moderate-priced six-piece bureau sets, of domestic manufacture. Several pretty floral designs are included in the display. The plans of the company are to gradually enlarge the line until it includes a great many specialties, principally for holiday trade.

Alex. G. Menzies, who represents the Higbee Glass Co., and the Warner-Keffer China Co., has just taken as a new line the products of the Pittsburg Cut Glass Co., manufacturers of gas and electric goods and tumblers. He has also received some particularly good things from the Warner-Keffer China Co., consisting of salads, jugs and plaques in Japanese and oriental effects. They are novel and decidedly new decorations.

An interesting demonstration of an unbreakable tumbler can be seen at B. Gunthel's. The tumblers made by the Labastie process are sent flying down the floor of the display room, dropped from a height of several feet, and otherwise given rough treatment that would shatter the ordinary tumbler.

There are few dealers who have been in this business for any length of time who are not familiar with the "Baccarat" brand of glassware. At the close of every season, the order book of A. Gredelue records its steadily increasing generality of usage. Everything in table ware is included in the factory output, made up in either plain, etched, engraved, or combination enamel ornamentations. Mr. Gredelue has on display in his warerooms one of the largest and most interesting collections of glassware to be seen in

the District. The "Baccarat" quality is in evidence in every piece.

Koscherak Bros., are displaying a novel line of wine and liquor sets trimmed with genuine buckhorn. A number of handsome novelties likewise trimmed include ink-wells, card cases and smoker's equipment.

A. R. Marryatt is featuring cut glass carafes with sunburst; pinwheel or hob-nail star cuttings, fluted or stepnecks; some special ice cream trays serve to introduce excellent new effects in cutting. The blanks are all heavy, the cuttings are deep, and the goods are fully polished. The trays are shown in round or oval shapes of various sizes with individual dishes to match.

A NEW KIND OF WARE.

A short time ago the Buckeye Pottery Co. began manufacturing a new kind of ware for this section of the country, and from the present outlook the new installation will be a great success. The new ware is made up in jardinières, pedestals, rose jars, cemetery vases, and all kinds of ornamental work, and is a style of ware that has never been tried in a pottery west of Ohio. It is made up in all the different rich shades and is properly and beautifully blended, making a handsome piece of work. A number of men are busy at this branch of work under the supervision of Mr. S. B. Search of Roodhouse, Ill., formerly of Roseville, O., and he is thoroughly experienced in this kind of manufacture.

The new ware is selling so fast that the Buckeye people are scarcely able to fill their orders. The local sales have been exceedingly heavy and shipments have been deferred until quite recently. The output now ranges between four and five hundred pieces a day. After the work is molded, it is first burned and then glazed, then burned again, the second burning blending the colors of the glazed used and making a finished product worthy of ornamenting almost any home. This work is made from a prepared clay and with the local glaze is superior to the eastern work in that the glaze will not crack or craze.

Other work that the Buckeye is original in, in this part of the world, is in the recent manufacture of cooking utensils, making these most necessary articles at a much more reasonable figure than is possible under the present retailer to consumer system. It is highly probable that this pottery will be enlarged for this kind of work.

THE price-hunter is like the duck-hunter; the game he bags usually costs him in time and trouble about ten times what it would cost if he had gone to a good place and paid a good price for it.

Among the Potteries

East and West

East Liverpool and Vicinity. Borders constitute the majority of the treatments for dinner patterns which are being shown for the fall buyers, by local manufacturing potters. Some key borders have in addition a floral design beneath the larger one, the effect being very attractive. Some lines are being sold for a higher price than they commanded when first shown last January—a step in the right direction.

The annual meeting of the stockholders of the Globe Pottery Co., will be held at the offices of the company July 18th. It is generally believed that the same board of directors will be re-elected and that present officers will be continued. The past twelve months has been the heaviest in the history of the company. The sales department will be continued in charge of Clarence Bauman.

Twelve new shapes in salads are being shown by the Trenle China Co., and in as many different treatments. These are now in the sample rooms. On the Virginia dinner shape a dozen new treatments are being shown. Work on additional kilns is progressing rapidly, and they will be ready with other improvements within two months. H. K. Connor, eastern salesman for the company, stepped on a nail recently which caused a painful injury to his left foot. He was confined to his bed until June 27th. The danger from poisoning is past.

Additions are to be made to the clay and pressing shops of the Smith-Phillips China Co. Extra jiggers are being installed and more pressers placed at the bench. Kilns are being so changed that this department will also be increased.

The pottery manufacturers of this section will maintain an exhibit of "Pottery made in Ohio" at the Ohio Valley Exposition in Cincinnati next September. A few days ago there was a general meeting of the Ohio manufacturers held in that city which was attended by W. E. Wells, of the Homer Laughlin China Co., representing the pottery interests here-

abouts. Final decision relative to the exhibit will be announced within a few days.

The East Liverpool China and Enamel Co., has placed I. Stein in charge of all trade in the Cincinnati and Southern territory, extending to Louisville. The firm is the only jobbing house of the character in East Liverpool territory.

Books for the year were closed by the Colonial Co., potters, June 25th, and its success for the year exceeded all previous efforts. The sales department which was in charge of Edward Touhill since last January set a new mark. Records show that for the first five months of 1910 sales and shipments exceeded the volume for the first six months of 1909.

Because of the volume of business on its books, the National China Co. did not suspend operations except on July 4th. The plant again started in full on Tuesday. General Manager Samuel Larkin has declared that both potteries here and at Salineville will work about to capacity throughout the remainder of the year.

There is not a pottery manufacturer in the District but believes that sales of general ware from this territory for the last six months of 1910 will be the heaviest known. Stocks are not considered large; in fact, many manufacturers are working the ware from the lost kilns to the decorating shops and then into the packing rooms. In many potteries, stocks are the lowest ever carried.

James Deens who has been making a brief trip among the eastern buyers has returned to the home office. A new line of treatments is being assembled by the D. E. McNicol Pottery Co., and as soon as these are ready, he will start West and South.

The sale of calendar plaques for the remainder of the season gives promise of being heavier than during 1907, when the manufacturers booked more

business on these lines than they could fill. Some very elaborate treatments are exhibited.

* *

The Glenn Co., which will hereafter do business in the East End district in the vicinity of Highland and Penn avenues has been incorporated with a capital stock of \$200,000 by Wallace H. Rowe, Oscar D. Glenn, David P. Black, Harry P. Pears and J. S. Mackie. The china and glass department will be made a feature.

* *

An effort is being made by some manufacturers to increase the sale of toilet sets by the use of some pretty, and rather elaborate treatments in decals. Some designs being shown now are far in advance of anything heretofore attempted on these lines.



In the suit of the Dollar Savings Bank
Niles, O. Co. of Youngstown, O., vs. the Bradshaw Pottery Co., the court has directed the distribution of the proceeds of the sale, which amounted to \$9,400, as follows; tax liens, \$1,045.57; other claims, \$749.46; and the balance of \$7,705.05 be distributed among the holders of the bonds of the \$50,000 bond issue, pro rata. The receiver, R. W. Thomas, receives as commission for his services, one per cent of the amount distributed to the bond holders.



One of the largest contracts for pottery
Trenton. awarded by the United States Government in some time has come to this city. It is for \$10,000 worth of tableware and was secured by the Cook Pottery Co. The ware will be manufactured at the Prospect Hill plant of the company and will keep it running full time for several months. It will mean the distribution of a large amount of money in wages to the employees of that plant. The dishes are to be of the famous white hotel ware made by the Cook Co. and will be used in the various old soldiers' homes supported by the Government. The contract was secured by the company of which Charles Howell Cook is the head, in competition with many other potteries, including many of those in the West. The local company was not the lowest bidder, but secured the contract nevertheless, on the quality of ware to be supplied. This is regarded as a striking testimonial to the high grade of Trenton ware.

* *

Potters are now enjoying a rest, practically all of the plants in this city having shut down for a few days. In no case however, will the lay off be more than a week, which will allow time for inspection and repair of machinery. The operatives are taking advantage of this brief respite, the shortest in a number of years, to spend a few days at Atlantic City, where the National Brotherhood is wrestling with the accum-

ulation of business which has piled up during the past year.

* *

With a capital of \$250,000 the Anchor pottery, of this city, filed articles of incorporation with the county clerk June 30th. The stock is divided into 2,500 shares of \$100. The directors and number of shares held by each are; William J. Burke, Newark, four; Arthur A. Jones; Harry L. Jones and Clarence F. Weston, all of Brooklyn, two each. The company is to manufacture and deal in pottery and glassware and the principal office will be located in this city.

* *

John M. Pope, general manager of the Mercer Pottery Co., sailed on June 2nd on the Trinidad for Quebec, Canada, accompanied by Mrs. Pope.

* *

James Kinney, one of the best known operatives in this city, left last week for St. John, Canada, where he has taken a position as head of a department in a pottery.



Efforts are being made to have the
Cincinnati, O. Rookwood Pottery, Cincinnati's famous home of ceramics, place a working model in the Ohio Valley exposition. It is the boast of the Rookwood management that it produces no duplicates—that every piece of art ware produced by its associates is an original. If this display is made, it will show how the various kinds of vases and other pieces are fashioned, and it is believed that arrangements can be made by which prospective buyers may be allowed to place their autographs upon such pieces as they may select and have them decorated, glazed and produced later on. This practice has been pursued with a number of noted actresses and actors who have visited the Rookwood Potteries, including Mme. Schumann-Heinck, Eleanor Robson, Madame Modjeska, E. S. Willard and others, and it is believed that it would add much to the attractiveness and general interest of the ceramic display at the exposition.



HISTORICAL POTTERY PICTURES.

WE are in receipt of a framed picture showing the pioneer pottery of East Liverpool, Ohio, with a portrait of its founder Edwin Bennett in the corner, and alongside of it a picture of the Taylor, Smith & Taylor pottery as it is today. The contrast between the crude plant of 1841 with one kiln, two small buildings whose combined floor space would not equal the sample room of the newer plant, and the modern pottery with ten kilns, huge warehouses and out buildings, is marvelous. The original picture of the Edwin Bennett pottery first appeared in the columns of this paper many years ago.



BUSINESS BRIEFS.

Joseph Dyer has opened a five-and ten-cent store at Palmer, Mass.

* *

Simon Freundlich has opened a novelty store at New Hampton, Ia.

* *

The Anchor Pottery Co., of Trenton, N. J., has incorporated with a capital of \$25,000.

* *

The T. J. Kelly Co. has opened a new store at Modesto, Cal. with a full line of toys, novelties, etc.

* *

A small fire occurred at the porcelain works of Thomas Dietz, at Deutzville, N. J. The loss is estimated at \$100.

* *

The new Martinsville (N. C.) Glass Co. has closed down for its annual repairs. The plant will be idle for about two weeks.

* *

B. Forsythe, proprietor of the Chicago Bargain store, the largest department store in Jasper County Mo. has retired from business.

* *

S. S. Taylor, one of the officials of the Kresge syndicate, announces that he will open a branch five-and ten-cent store at Elmira, N. Y.

* *

The Pittsburgh Syndicate, which operates about fifty stores throughout the country, will open a branch at Huntington, W. Va. The corporation deals in general merchandise.

* *

Robert R. Wardwell Co., Swampscott, Mass., hotel and restaurant business. Capital, \$60,000. President and treasurer, R. B. Wardwell, Swampscott; clerk, W. E. Locke, Boston.

* *

Hill & Welch Co., Lynn, Mass., general household goods. Capital, \$75,000. President, Ambrose C. Hill; treasurer, J. Henry Welch, Swampscott; clerk, Martin J. Judge, Lynn.

* *

The stock of the W. S. Proud department store Charlotte, Mich., was mostly destroyed by fire June 27th caused by sun shining into a show window where there was a display of fireworks.

* *

The Royal Glass Co. has recently been incorporated, with a capital of \$75,000, to manufacture all kinds of glass. The incorporators are E. A. Giggall,

D. B. Robertson, and J. J. Bundy, all of Centralia, N. Y.

* *

The Oswego Hotel Corporation, Oswego, N. Y., build and manage hotels, apartment houses, etc., capital, \$150,000. Incorporators: J. D. Higgins, R. A. Downey, W. V. Burr, Oswego.

* *

The F. E. Castle Lamp Co. has leased 8,000 square feet of floor space in a building adjoining their plant in Amesbury, Mass. The company's Toledo factory has been abandoned because of the labor conditions there.

* *

J. M. Kohler, Sons Co., of Sheboygan, Wis., one of the largest independent enameled iron ware manufacturers in the world, have refused to join the licensed agreement formed by a great number of manufacturers recently.

* *

L. Reich, has filed a certificate of incorporation, to deal in bottles of all kinds with a capital of \$5,000. The directors of the concern are Louis Reich, Morris Greenwald, Joseph Goldberg and Jonas Ehrentrau, all of Brooklyn, N. Y.

* *

Hilda Flato, doing business as H. Flato & Co., dealer in hardware and house furnishing goods at 169 Amsterdam avenue this city, has made an assignment to Jacob C. Mitchell. She is the wife of David A. Flato, who started in business in 1900.

* *

Julius Moskowitz, and Isidor Madrosovitz, trading as the Manhattan Housefurnishing Co., at 2237 Third avenue, New York, have filed a petition in bankruptcy, with liabilities of \$2,417 and assets of \$2,100. R. J. M. Bullowa has been appointed receiver.

* *

Warwich, Barrett, Shipley & Co., Charleston, W. Va., have absorbed the Noyes' china store. Bradford Noyes has been in the crockery business for over thirty years, during which time he built up a good business. He had one of the finest stocks in the State.

* *

A large plot of ground on Flatbush Avenue, in the heart of the Brooklyn, (N. Y.) downtown shopping district has recently been purchased. It is rumored that a large department store will be built on the property, although the identity of the buyer remains unknown.

* *

The European Art Brass Goods Manufacturing Co., New York, has been incorporated to manufacture and deal in art brass and copper ware; capital \$10,000. Incorporators, Judah Bellitz, 230 Madison Ave., Israel Tuttmann, 75 Allen street, Bernard Klein, 710 East Sixth street, all of New York City.

* *

Manhattan House Furnishing Co., Julius Moskowitz and Isidor Madrosovitz, trading as the Manhat-

tan House Furnishing Co., at 2237 Third avenue, New York have filed a petition in bankruptcy, with liabilities \$2417 and assets \$2,100, consisting of stock \$1,700 and fixtures \$400. Judge Hough appointed R. J. M. Bullows receiver, bond \$1,000.

The housefurnishings, hardware stock, and fixtures of Hilda Flato, doing business as H. Flato & Co., 169 Amsterdam avenue, will be sold at auction at that address Saturday, July 9th, 2 p. m. Jacob C. Mitchell, 111 Murray street, is the assignee.

N. Klein & Sons, of Richmond, Va., recently incorporated with a maximum capital of \$50,000 and a minimum capital of \$25,000 to deal in china, glassware and general household goods. The officers of the new concern are O. D. Pitts, president; W. M. Miller, vice-president and general manager; B. C. Lewis, Jr., secretary; T. M. Tignor, treasurer.

United Tungsten Lamp Co.—Schedules in bankruptcy of the United Tungsten Lamp Co., No. 1328 Broadway, New York, show liabilities \$7,366 and nominal assets \$4,753 consisting of stock \$850, machinery and fixtures \$400, fire insurance rebate \$3, and accounts \$3,500, but liability denied by nearly all the persons. The largest creditor is the Hudson Trust Co., \$1,898 secured.

POTTERS AGAINST MILITIA.

DELEGATES to the annual convention of the National Brotherhood of Operative Potters of the United States and Canada, who are holding their annual convention at Atlantic City, voted to discourage enlistment of their members in the National Guard.

The resolution declares the belief "that citizen soldiery are being used to protect corporation in their attacks on organized labor instead of the purpose originally intended when the guard was founded."

GERMAN PORCELAIN.

CONSUL-GENERAL FRANK DILLINGHAM, of Coburg, reports that representatives of various German ceramic factories who do a large business with the United States believe that German manufacturers can no longer make money by sending cheap porcelain to the United States. He adds: Reductions in prices, which no longer allow enough profit, are made necessary by the manufacturers of cheap porcelain in the United States, who have so greatly improved the technical branch of their factories, that they can now operate almost as economically as the German manufacturers. On the other hand, medium-

priced wares, with some original designs to give them the appearance of being more expensive than they really are, still find ready sales in the United States. The decorations on such goods can be made as bizarre as desired, but the forms of the articles must show as clearly and distinctly as possible the use to which they are to be put.

The coloring on the medium-priced articles for export to the United States at present runs to very pronounced effects, while in fine porcelain services hand-painted corn-flower designs are being readily sold, as are also those within miniature pictures.

VACATION.

THE season is now with us when King Vacation reigns supreme. Gilded clerks are busy pressing their flannel trousers, and giving their neckties their annual benzine bath, preparatory to a two weeks' sojourn at mountain or seashore resorts. While the office routine will doubtless be fractured and confusion exist everywhere due to vague memorandums and other causes incidental to hurried departure, this is expected by employers every year and they are hardened to it, and accept it philosophically. In some offices and stores, everyone will take a vacation but the office cat and the boss.



While the hot weather does not tend to promote the mind's receptiveness to advice, if every clerk who is going to take a vacation would really rest up and rusticate while away, the beneficial results attained would be surprising. A vacation is given for the purpose of recharging the nervous system with energy. It is not to present an opportunity of putting back into circulation the savings of a year. Loafing around shady places and restricting the consumption of alcoholic beverages is about the best possible thing that can be done. Taking in every dance and "mooning" along country roads until all hours at night is the usual program.

Will this benefit the physical condition any?

Why not make use of your vacation this year in the proper manner? If you do, it is certain that when you return you will feel like rolling up your sleeves and digging into the accumulated work as you have never done before. The boss is bound to notice it, too.



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

AMERICAN "HISTORICAL CHINA" AT AUCTION.

AMONG the later items in the catalogue of the sale of Mr. Edwin B. Holden's library, prints and artistic effects were a considerable number of pieces of what the collectors call "historical china," which ranges from the famous "Cincinnati" service of so-called Lowesoft porcelain presented to Washington and recognized as forming the first set of "White House china," to the old blue crockery plates and platters made in the Staffordshire potteries for the colonies, and decorated with all sorts of representations of Colonial scenes and architectural monuments of that simpler day.

The "Cincinnati" plate owned by Mr. Holden sold for \$350, and is said to have been thought a great bargain considering the fact that another of these plates sold in 1905 for \$1,025. We should be inclined rather to think that the present price represented the average collector's valuation, say the *Sun* and that some strong sentiment—if no less dangerous a motive—influenced the buyer in 1905 to pay more than \$1,000 for one of these plates. There is in this city at least one collection containing six Cincinnati plates and another piece or two from the same service. The fact that forgeries of these plates are in existence can have no special bearing on the case, for the imitations could scarcely deceive anybody who knows the appearance of the originals. About sixty pieces of this service are preserved in the National Museum at Washington, and examples rarely come into the auction room. The fact that the "going price" of a single plate remains at a figure which would doubtless be duplicated in pounds sterling in England for a bit of china of equal historic interest and authenticity supports the belief that the collection of china in this country has no vogue compared with the interest displayed in such bits of porcelain abroad.

As to the "old blue" plates and platters, and to the cream colored Liverpool ware, decorated with historical figures and landscapes, drawn quaintly enough in the manner of their time—their vogue also remains limited, though it must be said that they have no intrinsic charm in paste, form or coloring on which a "taste" for them might be built up. As a species of record of the period they have their interest, and anything so fragile as an unwieldy pottery jug of very light earthenware—even though Time, the artist, has bestowed upon it some hint of iridescent glaze—is interesting mainly because it remains unbroken. But it is one of the arbitrary whims of the collector that a "monument pitcher" of Liverpool clay, showing an obelisk and the sainted figure of Washington with the face of a sheep under a weeping willow should bring \$160, while a Wedgwood medallion portrait of the same subject, a triumph of the medallist's art, showing the first President in the trappings of a Roman

emperor, should go for \$95. Likewise, a silver spoon made by Paul Revere sold for \$70, and three more, by the same Colonial master-craftsman, for \$150; which does not make a strong showing, compared with the prices of Georgian silver in England.

But Americans are engaged in buying automobiles and oil paintings by old masters as yet; in another generation such ancestral palaces as may be left in Newport and Atlantic City may be enriched with the Lowestoft and carved furniture now slighted by our gasoline connoisseurs.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—An experienced salesman for Indiana and Kentucky by an importer of china, glassware and fancy goods. Give address of former employer and territory covered. Address CHINA, this office.

ASSISTANT MANAGER WANTED—We wish a young man from a small town, experienced in crockery, glassware and lamp goods, who has some ability as a salesman. Address giving particulars as to past experience, salary wanted and references, A. W. WHELOCK, Rockford, Ill.

WANTED—Experienced commission men in territory west of Mississippi river. THE TRENLE CHINA Co., East Liverpool, Ohio.

WANTED—For Ohio, Indiana and Michigan, an A 1 cut glass salesman. Must come well recommended. Address Box 724, this office.

BUSINESS OPPORTUNITIES.

WANTED—MANUFACTURERS' AGENT TO HANDLE MODERN STAINED GLASS HANGING FIXTURES AND ELECTROLIERS IN BOSTON AND THE EAST. APPLY IN WRITING TO EDWARD O. COLES, GENERAL SALES AGENT, J. MORGAN & SONS, 61 EAST NINTH STREET, NEW YORK.

THE MICHAELMAS FAIR

at Leipzig, Germany, for the wholesale and retail trade will commence on

Sunday, August 28,

and close

Sunday, September 18.

THE SAMPLE FAIR

(for Ceramic Metal Ware, etc.) to occupy the first week only.

The Leather Fair will open Wednesday, September 14th, and the Fair Exchange for the Leather Industry will be held on the same day from four to six p.m. in the big hall of the new exchange on the Blücherplatz.

The Council of the City of Leipzig, Germany.

LEIPZIG, JUNE 11, 1910.



NEW YORK, JULY 14, 1910.

THE CONDITION OF BUSINESS.



Very little business has been done **New York.** during the past week in New York.

The excessive heat has a demoralizing influence on trade. Probably never in the history of this city have there been so many absentees. Everyone who could command the price and the time sought the sea-side or the country to escape the scorching rays of the sun. Business will be resumed, however, before many days, as the salesmen have already started out for short fall trips, but what their success will be, remains to be seen. As the heat has been universal, they are likely to find many of their customers on vacations, but it is almost sure that when they do find buyers at home they will be able to make sales.

Stocks are light and that is an excellent indication for a good fall trade so that buyers will do well to anticipate their requirements.

In the warerooms active preparations are making for the display of the new goods, and from the samples seen so far it is very evident that buyers will have a lot of fine goods at exceedingly low prices offered them. It is important to out-of-town merchants that they make a fall visit to New York. For the last two or three years, in fact ever since the panic of 1907, there have been fewer visitors to this city than in former years. It pays a buyer to look the market over. It would be a good plan if the crockery men would arrange to take their vacations in such a way as to include New York, and after they have taken in

some of the many attractions offered to the summer visitor, they can spend a few days very profitably in going over the market. Buyers who do not come here, do not realize what opportunities for selections are missed. It is an education and worth the price even though buying is deferred until the travelers call. The warm wave is broken and New York with its surroundings is acknowledged to be the the finest summer resort in the world. Come and see it, and then, look over the new goods.

Our reports from domestic manufacturing points are more than encouraging. The potters have sold more goods up to this time this year than ever before for a corresponding period in their history, and when they shut down over the "Fourth" it was under protest, as they had unfilled orders enough to keep them running for weeks, and more coming in every day.

The glassmen, like the potters, only shut down from the necessity of repairs and because of the rules of the workmen, and all of them will open up Monday with plenty of orders ahead.

The demand for foreign goods has not yet started but importers, especially of English earthenware, are expecting a good trade as soon as their samples arrive.

Retail trade has not been very brisk; a natural consequence with so many people out of town. Prospects are good over all the country for big business.

The corn crop will be enormous and while the heat has affected humanity adversely it has been a great thing for the crops. The wheat crop according to the latest government reports will not be as large as last year's but it will be large enough; furthermore, judging from the past experience with government reports which are not always reliable it may be like the fruit crops reports, and the yield will be better than is anticipated.

Business was resumed in all of the local
Trenton. potteries last Monday after a shut-down of one week. The inventories taken at the various plants show but little stock on hand which speaks well for the volume of business being done at this, the dullest time of the year. Orders are coming in quite regularly and the manufacturers without exception are looking forward to an unusually big Fall trade.

Fall trade appears to be starting off
East Liverpool and Vicinity. in a very satisfactory manner with the domestic pottery manufacturers in this territory. It is conceded that there is not a plant in the West that is "short" of orders, technically speaking. Business has been booked during the past week calling for shipments extending anywhere from July 15th to November 1st, and in excellent volume. Numerous buyers are expected and salesmen are getting ready to start on the road. All manufacturers are optimistic concerning trade for the balance of the year.

There is no evident slackness in
Pittsburgh and Vicinity. the glass trade. The fact that shipments of many lines are away behind clearly indicates where the manufacturers stand. Several new table lines will be shown the fall buyers soon from this territory. Lamps are going nicely, while the soda fountain business is at its height. Table lines are moving slow. Etched ware has a good call. Souvenir glass, decorated, is very steady and specialties are also moving nicely.

Manufacturing potters here are not
Wellsville, O. complaining of lack of business, with the exception of yellow ware and Rockingham manufacturers. White ware plants have enough business to keep plants going full time. New dinner shapes which are about to be put on the market will further stimulate orders hereabouts.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- Max Morehouse, of Howland, Morehouse & Martins Co, s, Columbus, O. 821 Broadway.
S V Silverthorne, with B Nugent & Bro Dry Goods Co, t, s, St Louis, Mo. 31 Union Square.
M Bloch, with Kahn Bros, Oakland, Cal. 377 Broadway.
A S Heller, with A Lisner, s, Washington, D C. Hermitage.
S B Weller, of Newton-Weller & Wagner Co, g, c, San Antonio, Texas. Cadillac.
E H Wolff, with L S Donaldson Co, t, Minneapolis, Minn. 2 Walker street.
A Sanderson, with Rudge & Guenzel Co, hf, Lincoln, Neb. Flanders.
C F Longacre, with Bush & Bull, hf, Pittsburgh, Pa. New Grand.
W G Klein, and H A Katz, of Katz & Goldsmith, c, hf, Braddock, Pa. 46 East 14th street.
H M Brown, Thompsonville, Conn.
R E Schubert, Wheeling, W. Va.
Ira F Fickes, of Fickes China Hall, c, g, Lancaster, Pa. Grand.
A P Spengler, with Bush & Bull, hf, Easton, Pa. New Grand.
W W Dodge, with J G Myers Co, hf, c, Albany, N Y. 31 Union square.
Ernest H Wade, with W M Whitney & Co, hf, Albany, N Y. 396 Broadway.
H J Machle, with J H Hibben Dry Goods Co, t, Cincinnati, O. 377 Broadway.

POTTERY AND SECRECY.

IN the royal manufactory of pottery at Meissen, the the work was formerly carried on with the utmost secrecy, to prevent the processes from becoming known. The establishment was a complete fortress, and no strangers were permitted to enter the buildings under any consideration. Every workman, from the chief down, was sworn to silence. This injunction was repeated every month to the superior officers employed, while the workmen had constantly before their eyes, in large letters, the warning motto, "Be Secret, Unto Death." It was well known that any person divulging the process would be imprisoned for life in the castle of Koenigstein. Even the King, himself, when he took visitors of importance through the works was enjoined to secrecy. One of the foremen, however, escaped, and after establishing a factory in Vienna, spread the secret of manufacture all through Germany.

IF some dealers would feature values and let prices do their own talking they soon would have larger sales.

The New York Crockery and Glass District.

After carefully inspecting the designs submitted by the various manufacturers of hotel wares, Chas. Rector, the well-known New York restaurateur, has placed the order for his new hotel, now building on Times square, with Porcelaines G D A for a special pattern, furnished by him and including many special articles and shapes made following his suggestions and designs. The order is taken through Messrs. Stern Bros., of this city, who have a contract for fitting out the entire fourteen-story hotel, which is to be opened next New Year's eve. The glassware will be made by the Val St. Lambert factory in Belgium. It will carry an etched wreath surrounding the figure of a griffin. The ware will be a very high grade and all stemware will be cut. The glassware, alone, it is said, will cost about seven thousand dollars, and the designs are ones selected by Mr. Rector personally.

Cox and Lafferty have not as yet made any change in prices on glass. How soon they will reduce their discount they will not say. The wise buyer will know how to act.

The diversity in design of modern stained glass was never so thoroughly demonstrated as it is now in the display of electroliers, shower lights, domes, lanterns and wall brackets, at the showrooms of J. Morgan & Sons. Edward O. Coles, the general sales agent, has installed a sample of practically every new design, made up in fixtures, together with the late patterns in hammered brass. The showrooms have lately been rewired, and the hanging fixtures arranged so as to set off the designs to the best possible advantage. Buyers who have not familiarized themselves with this new glass are especially invited to call and examine the display.

A number of new samples were received last week by Haviland & Abbot, which included a full open stock dinner set attractively decorated with a convention floral treatment in a soft sepia brown decal, with gold edges and handles. This new pattern, No. 8272, is ready for immediate delivery. A number of new punch bowls with exceptionally good floral decal

decorations with the ever popular pink predominating were among the consignment. The edges carry a gold band and the body is touched here and there with a dash of gold. The samples cover a dozen different sizes and decorations. These are also in stock and ready for immediate shipment.

Buyers of gas and electric portables, who are preparing to re-stock their departments, should send for the new catalogue without delay. The catalogue illustrates many of the leading patterns, and shows, as usual, a number of exclusive features in design, and manufacture.

The small details of a display in a retail store are generally as important as any. The proper finishing touches to a display of crockery, plates etc., are neat easels and plaque hangers. Full information regarding these can be obtained from Abels & Co., who have been manufacturing them for a great many years.

Wm. Guerin & Co. are now ready to sell their import samples, and offer plates, cups and saucers, cover dishes, etc. at attractive prices.

A consignment of gas and electric portables, with art glass shades, in new designs has just been unpacked and placed on display by George N. Blust, of the Consolidated Lamp, Brass and Glass Co.

A very extensive line of vases is shown at the display rooms of the U. S. Glass Co. which seems to embrace every conceivable design, size and shape, that would ever be called for. New shapes are frequently added and the selection offered is one of the largest and best in the District.

One of the many new designs in lamps that is attracting considerable attention at the Fostoria Glass Co. is their "Morning Glory" pattern. The design is hand-painted, and the color combinations used give it a very rich effect. The crown and base are cast

from special designs, made by the Fostoria designers, and the lamp is fitted with a plain embossed font, which makes a handsome appearance. A feature worthy of note in the Fostoria line is their specially-designed cast bases and crowns. By making their own designs, the fittings of the lamps are more closely allied to the designs, which is not the general rule where the regular stock fittings have to be depended upon.

The Geo. H. Bowman Co., is featuring a complete sample line of aluminum cooking utensils made in Switzerland. A stock of the ware will arrive in September.

The special ware which F. W. Jenkins & Co. are making for the Ritz-Carlton Hotel is in Avenir china and is one of the neatest and prettiest designs ever shown in this market.

Mail order business has always enjoyed the reputation of being queer. Generally spasmodic streaks of good business are followed by periods of dullness. When Hugo H. Freudenfels opened his mail on Monday, however, he had occasion to give vent to a surprised whistle which grew quite melodious after he had opened a few letters. Finally, when he had finished his mail and totalled the amount of orders, he restrained himself with difficulty from breaking into song. The fact was that he had the best day, as far as mail orders were concerned, since he went in business. His new Palatin shapes continue to attract attention, and business generally with the Art China Import Co. is holding out very well.

Edward Miller & Co., have just sent to their New York office a large line of adjustable desk portables. They are very practical and artistic. They are worth an inspection.

Bloomington Bros., have planned to expend about \$100,000 in enlarging and improving their store at Fifty-ninth street, and Sixth avenue. The enlargement of Greenhut's is progressing.

Fondeville & Van Iderstine are opening samples of French china from Adolphe Paroutaud. The line is strong in encrustations and there are some exceedingly pretty geometrical and floral designs that are novel in treatment.

The offices of Gimbel Bros., have been removed from the Marbridge Building to the New Gimbel store. The firm has christened their location "Gimbel Square."

F. W. Reichenbacher, the cut glass agent, is showing several fine cuttings in bowls and nappies, made by the Irving Cut Glass Co. A special tumbler, cut from a heavy blank, is also featured at an attractive price.



AT BOSTON.

ALTHOUGH there has been a little retail spurt this week, general trade is not of any too great a volume. There were between 40,000 to 50,000 school teachers here this week and opinions are divided as to whether they spent a whole lot of money in china, crockery and glass, but they certainly thronged the retail stores and made a "busy" appearance. Buyers are not in much of a mood for looking over lines as between stock-taking and vacations, it keeps them going. With the wholesale coterie, they are receiving batches of new goods and planning itineraries for August. There will probably be an exodus of the local boys for New England centers about that time.

Solomon P. Stratton, of Jones, McDuffee & Stratton Co., is vacation bent at Petershaw, Mass.

A new concern in Japanese goods that is making great headway is Messrs. Hattori & Nishiura. The Boston office is in charge of Mr. Nishiura while Mr. Hattori remains in Nagoya, Japan. It is an ideal business combination, as with an expert buyer and seller on the respective ends it means the securing of live goods, and the maintaining of a large distribution.

Frank Wadsworth Jenkins, of F. W. Jenkins & Co., New York, B. & G. Copenhagen china, accompanied by Mrs. Jenkins, passed through Boston on their way home, after passing a joyful "Fourth" in New Hampshire.

"Tim." O'Connell, china and glass buyer for A. Stowell & Co., who left a week ago for Europe, has arrived safely at Southampton and will use the next month to six weeks for a tour of England, France and other centers. He will probably purchase a large amount of stock as this company does an extensive business. This concern has been in business one hundred and fifty-seven years, and it is easy to imagine the magnitude of the cumulative effect that this period would create for building a clientele. A. U. Reaves, assistant to Mr. O'Connell, is holding the reins during the latter's absence.

E. C. Ledger, of William S. Pitcairn, American distributors of Doulton Co.'s English china, was seen here last week.

Walter A. Hawkins, general manager of Jordan Marsh Co., delivered a lecture to several thousand visiting school teachers, here to attend the annual Convention of the National Education Association. His remarks were confined to department store manage-

ment and other phases of merchandising and were enthusiastically received. Mr. Hawkins is an old china and glass man, being previously connected with several European factories.

E. C. Farrington, glass buyer for Shepard-Norwell Co., has returned from an extended western buying trip. This company is also doing considerable trade with electric lamps and brass goods.

George H. Service, of Josiah Wedgwood & Son, New York, passed through Boston on his way to St. John, N. B.

His many friends in the trade will be glad to know that F. J. Chase, of Chase & Francis, New England distributors for the Dresden Pottery Works, is again at his desk, having practically recovered from his recent illness.

J. L. Pindar and wife are taking a three weeks' rest in the White Mountains, Jefferson, N. H.

R. E. Phillips, associated with the Boston office of S. A. Weller, art ware and vases, is making a trip through the west. He expects to return in August.

Mr. Romer, of the hotel department of Mitchell, Woodbury Co., returns to-morrow from a brief business trip. An unusual air of activity was seen at these warerooms by our correspondent, and no doubt this array of buyers will use a lot of order blanks.

Edward E. Wilgus, Boston business detective of the Buffalo Pottery Co., left for the pottery and home offices at Buffalo. After a few days there, he will start on a western trip with the new line of Fall goods. The Boston trade will see "Ed" sometime in August.

Mr. Twitchell, glass buyer for Vorenberg's, Winter st., is out of town rustivating for two weeks.

To gain a little insight of crockery and glass conditions at that point, a representative of THE CROCKERY AND GLASS JOURNAL visited Worcester last week, and while there were no disturbing elements, trade was not brisk. Of course, there was a certain amount of purchasing but no life seemed to be in the atmosphere. People out of town, and nearly two weeks' shut-down of factories with contingent dearth of "the coin" are offered as the "why."

E. D. Glover, general manager of the establishment of Bigelow, Kennard & Co., is seeking recreation at Cape Cod, Mass., probably discovering the intricacies of oyster manufacturing. Alonson Bigelow, jr., is in New York with an eagle eye for attractive china and glass. J. H. Cecil Watson, manager of the art department for the company, has departed for the

charms of Nova Scotia, where for the next two weeks he will forget china and cut glass. Meanwhile the B. K. Art city is without a Mayor.

George Richardson, glass and crockery buyer for the Clark-Sawyer Co. Worcester, attests that trade is seasonable. This house is the largest exclusive china and glass factor here, both wholesale and retail.

Mr. Hallowell, buyer for C. T. Shirer Co., has returned from a Boston buying tour.

EXCESS BAGGAGE COST.

THE Michigan Railroad Commission July 11th, ordered all railroads in the State to issue within the next twenty days new schedules for excess baggage as follows: One to ten miles, per hundred pounds, eight cents; 391 to 400 miles, per hundred pounds, \$1.30. No charge of less than twenty-five cents to be made. All roads are compelled to check excess baggage through to passengers' destination.

GOVERNMENT LAMP CONTRACT AWARD.

THE Treasury Department, acting in the matter as the trustee for all other departments, except the Navy, purchase electric light lamps for the Government throughout the country. Co-operating with the Navy, as it does for a year, it purchases approximately 1,000,000 lamps. The joint award made July 11th for the fiscal year contemplates the expenditure of \$170,000, which is less by almost \$30,000 than the amount required before the specifications were standardized and the orders were consolidated. The award was made to the General Electric Co., Columbia Incandescent Co., and Novelty Lamp Co.

PROTEST FREE GLASS IMPORTS.

DELEGATES to the National Convention of American Flint Glass Workers' Union decided to appoint a special commissioner to visit all ports of entry to the United States to investigate how much foreign glass that is to be used in hospital, laboratories and experimental work comes in free of duty.

It is stated by the caster place committee that the Payne tariff act, by allowing these articles to come in free of duty, discriminates against the manufacturers in this country. Ralph Barber, of Millville, N. J., will be appointed commissioner.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
July 12, 1910.

ANTWERP

348	packages earthenware	Geo Borgfeldt & Co
84	"	G F Bassett & Co
41	"	Bawo & Dotter
88	"	L Straus & Sons
31	"	L D Bloch & Co
13	"	Koscherak Bros
24	"	E R Thieler
58	"	Miscellaneous Orders
32	chinaware	C E Wheelock & Co
104	"	Theodore Haviland & Co
14	"	Vogt & Dose
44	"	Miscellaneous Orders
16	glassware	C J Dierckx
32	"	Miscellaneous Orders
28	toys	Strobel & Wilken Co
1	"	C B R uss
883	"	L H Mace & Co
64	"	G W Travers
28	"	Knauth, Nachod & Kuhne
60	"	Geo Borgfeldt & Co
166	"	Miscellaneous Orders

BREMEN

69	packages glassware	Strobel & Wilken Co
4	"	Samstag & Hilder Bros
9	"	Geo Borgfeldt & Co
98	"	Miscellaneous Orders
18	chinaware	C E Wheelock & Co
284	toys	Strobel & Wilken Co
77	earthenware	"

HAMBURG

23	packages glassware	Fensterer & Ruhe
5	"	N Wapler
25	"	O O Friedlander
24	"	Eimer & Amend
240	"	W R Noe & Sons
23	"	Geo Borgfeldt & Co
3	"	F Bing & Co
5	"	L D Bloch & Co
72	"	L Straus & Sons
58	"	Strobel & Wilken Co
168	"	Miscellaneous Orders
22	chinaware	Bawo & Dotter
86	"	C E Wheelock & Co
52	earthenware	Geo Borgfeldt & Co
25	"	O Goetz
31	"	L D Bloch & Co
6	"	Koscherak Bros
58	"	Lazarus & Rosenfeld
76	"	L Straus & Sons
12	"	E R Thieler
188	"	F W Woolworth
89	"	J Wygand & Co
38	"	Strobel & Wilken Co
182	"	Miscellaneous Orders
42	toys	Geo Borgfeldt & Co
3	"	Samstag & Hilder Bros
32	"	Lazarus & Rosenfeld
38	"	G W Travers
205	"	B Ilfelder & Co
140	"	Strobel & Wilken Co
257	"	Miscellaneous Orders
4	harmonicas	Strobel & Wilken Co

SOUTHAMPTON

157	packages chinaware	Haviland & Co
15	"	A G Moment

LONDON

85	packages toys	Strobel & Wilken Co
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HAVRE

31	packages chinaware	Wm Guerin & Co
18	"	J Pouyat Co
86	"	H Kupper
20	"	Endemann & Churchill
27	"	Miscellaneous Orders

LIVERPOOL

6	packages earthenware	The Rowland & Marsellus Co
26	"	Maddock & Miller
20	"	Meakin & Ridgway
6	"	W H Plummer
3	"	J Wygand & Co
18	"	Bawo & Dotter
27	"	Geo Borgfeldt & Co
10	"	L Straus & Sons
70	"	H C Edmiston
6	"	Strobel & Wilken Co
44	"	Miscellaneous Orders
26	toys	Strobel & Wilken Co
19	chinaware	C E Wheelock & Co

ROTTERDAM

221	packages earthenware	Geo Borgfeldt & Co
22	"	Lazarus & Rosenfeld
126	"	Bawo & Dotter
5	"	L D Bloch & Co
199	"	B Ilfelder & Co
216	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

56	packages earthenware	Jones, McDuffee & Stratton Co
68	"	Mitchell Woodbury & Co
14	"	Rowland & Marsellus Co
8	"	Geo Borgfeldt & Co
1	"	American Express Co
4	"	Miscellaneous Orders

GLASGOW

6	packages earthenware	Mitchell, Woodbury Co
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COPENHAGEN

16	packages earthenware	Geo Borgfeldt & Co
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HAS THE ACME BEEN REACHED.

WHAT appears to be an improvement on the ordinary reading lamp has been designed by a Kansas man. It is so constructed that it will burn gasoline, kerosene, or alcohol with equal brilliancy, it is claimed, the only change required being a different nozzle for each fuel. The wick can be turned up and down, but there is no danger of turning it too high or too low, and its chief feature is that the inventor claims an explosion to be impossible. Any brilliancy up to 300 candle-power can be obtained with this lamp, but the light is shaded so that no direct rays enter the eyes. The lamp is said to cost less to operate than a common oil burner, yet to give about twenty times the amount of light. There is no chimney to break and no wick to trim and the design is such that it can be quickly and easily cleaned. All smoke, dirt, or disagreeable odors are said to be eliminated, and as the center of gravity is below the handle the lamp is difficult to upset.



"Building Up the Fire of Love."

Pate sur-pate Vase by L. Solon, at Tiffany's.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 14, 1910.

THE POTTERS.

ON the sixth of this month a meeting of the United States Potters' Association was held at Atlantic City where about one half the kiln capacity was represented. It was a business meeting from start to finish and much good ought to result. The main object of the meeting was to ratify the cash discount as we reported last week. This is the first time there has been a change in this direction in something like fifteen years. At that time the discount was five per cent and naturally there was some objection when it was reduced to two per cent. Now when it is again lowered to one per cent there is very little objection, and in fact, outside of some contracts there have been only one or two people who have stood out for the old terms. Since the action of the selling committee has been ratified by the association, objections will not avail.

This one per cent means a lot to the potters. They have not advanced prices when every other commodity has been raised and a little one per cent is a small enough advance and that only for cash before the bill is due.

The level-headed men in the association see that the time has come when, like the glass men, they must advance prices. This journal has stood out for the advance for years, believing that buyers realize that it was for their interest as well as for the good of manufacturers that they pay more to get a better grade of goods, for if the manufacturers cannot make

money they will not be so apt to improve the quality of their wares.

Owing to the endeavors of the manufacturers to be original there is less uniformity in goods than formerly and it is not practical now to make a straight advance of a certain per cent on all goods, but that there will be a raise in the price of American crockery this fall is assured. In the meeting at Atlantic City there was some very plain speaking. It was not in an accremonious vein for everything was exceedingly pleasant and harmonious, but the discussion served to straighten out some points which had an ugly look in the start, but when explanations were made the matters in dispute were soon smoothed out. In one case a potter had been taking the assertions of some of his trade without question. It developed that two or three buyers had deliberately lied to him. Proof was forth coming that soon convinced him that he had been misled. Heart to heart conferences like the one just held benefit everybody. If one buyer by misrepresentation gets an advantage it hurts his competitor. If the manufacturer accepts without questioning statements that can be proven to be false he not only loses money by granting concessions but hurts his fellow manufacturers.

The committee appointed to revise prices has a big work cut out for them. It is an excellent committee and one that will undoubtedly perform the task faithfully. It is for their interest to do so. No work that they can do will bring them more money than the task of harmonizing the different interests so that there may be an advance. The manufacturers will conserve their own interest by aiding this committee in every way. Those present were fully convinced that the raise must come and all promised to further the movement. The absent ones will do well to fall into line.

HIRING A SPECIALIST.

ANENT the question of interference with crockery buyers by department store managers who know nothing about the crockery trade and unfortunately do not know that they know nothing, is their method of engaging buyers.

The first question they ask an applicant is "what do you know about department store business?" They do not care whether the man knows anything about crockery. It is much more important that a buyer should be posted on selling value, quality and cost of the particular ware he is going to handle than the science of general retail merchandising. No two establishments are conducted on the same lines. It is much easier to learn the ways of the department store than it is to fathom the fine points in buying crockery.

Any fairly intelligent man will grasp the store details in a very short time. The most intelligent man takes years to learn the crockery trade, and after a life time spent in studying it will admit that he has not learned it at all.

PERSONAL.

UNTIL recently, John W. Aymar was a crockery man who made carload and trainload sales a speciality. Two years ago, he settled at Asbury Park and gave up business. Being a very active man, he soon became interested in local affairs and is now prominent in the social features of the place. He is an important factor in the Carnival Committee, the Baby Parade, and, in fact, all the amusements projected for the benefit of the summer colony.

W. H. Schreiber, with Bawo & Dotter, is spending his vacation at Asbury Park. His twin daughters are charming young ladies and are noticeable in the throng on the board-walk.

Max Strensch, of Koscherak Bros., will begin his vacation outing at Sharon Springs, N. Y., July 23rd.

H. R. Shirley, with Maddock & Miller, after spending a week at Asbury Park with his family left last Friday for a trip, making Pittsburgh his first stop.

N. H. Gardinier, buyer of china and glass, hereafter will be found in Gimbel Bros. new store on the ninth floor with entrance on Thirty-second street near Broadway. All the buyers are now located at that point.

John Gibbons, of Gilman, Collamore & Co., arrived home from England on July 12th.

W. P. Garvin, of Robt. Slimmon & Co., returned Tuesday from a Canadian trip and is now on his vacation.

S. B. Weller, of Newton-Weller & Wagner Co., San Antonio, Texas, is in the market for a complete line of china and glass for a new retail department which they are about to establish. Mr. Weller will be at the Cadillac Hotel for about three weeks.

John Edwards & Co., of Liverpool, England, the expeditious forwarders of crockery, beg to inform their many clients in the United States and Canada, that Mr. Walter Wylie relinquished his position in their

employ on the 17th of June last, but his severance, will not in any way effect the conduct of the business. The same will still be under the personal supervision of the sole partner, Mr. Charles Smith, who hopes for a continuance of their support.

Ira F. Fickes, accompanied by Mrs. Fickes, of Lancaster, Pa., were among our office callers this week. He started the business less than a year ago buying out an established firm. Since he has had possession he has doubled his business and cleaned up the stock until now he has a nice clean array of china, glass and lamps. He is here to buy and is registered at the Grand Hotel.

J. Guy Hawthorn, assistant china buyer at Wanamaker's New York store, is away on a short vacation. He is expected back next Monday.

Robt. Slimmon sailed from England July 9th on the Celtic. He is due in New York Sunday or Monday.

A postal card from E. Torlotting, who was in Italy at the time it was written, says, "Nothing doing, but nice just the same. Regards to all."

R. W. Waterman, of Rutland, Vt., was in the city a few days last week looking over the District and shaking hands with his friends.

Ferdinand Kauders, with Leopold Adler, Savannah, Georgia, was busy making selections in the District for a few days last week.

E. L. Bates, the New York pottery agent, adjourns to the country on Friday for a vacation of two weeks.

J. A. Crandall, the toy buyer of Batterman's, Brooklyn, has constructed a wooden jardiniere which is on exhibition in the show window. The peculiar part of the jardiniere is that, although made entirely of wood, in appearance it cannot be detected from porcelain. It is attracting considerable attention in the window.

Col. Seiter, of Higgins & Seiter, is home from his European trip.

William E. Kern, for sixty-seven years connected with the manufacturing end of table glassware, has resigned his position with the Pairpoint Corporation. His last piece of work was the blowing of a blank for a seven inch nappy and it was with a feeling of regret, which was joined by every man in the big Pairpoint factory, that he laid aside his tools for the last

time. As a reminder of the appreciation of his efforts, Mr. Kern was presented, on his departure, with a large cut glass vase, and a bouquet of roses.



H. A. Katz, of Katz & Goldsmith, Braddock, Pa. was a busy man the early part of the week investigating import lines of sample china for his premium department.



Chas. Chaloner, manager of factory K, U. S. Glass Co., at Pittsburgh, will spend Thursday and Friday of this week looking over the New York market. Mr. Chaloner stops here on his return from a vacation in Maine.



E. B. Dickinson, New York agent of the Steubenville Pottery, has been out of town the past week. He is expected to return on the 15th.



C. F. Longacre, of Bush & Bull, Pittsburgh, has visited the District quite often during the past year. He was again in town this week, and was a very welcome visitor.



Le Roy Nelson, of the Central City Crockery Co., of Syracuse, was in town a few days last week on a pleasure trip.



Harry S. Clarke, who when he is not fishing exploits earthenware for Robt. Slimmon & Co., writes that his catch for the first week of his vacation was 250 trout, 70 pike and 54 pickerel and adds "this is not a fish story." He is at Camp Perkin's, Adirondacks.



A. Schanagl, buyer for Simpson Crawford Co., is spending his vacation in Chicago, his home town. He is due back in New York on the 20th.



Wm. R. Demorest came home on Wednesday from Rochester, N. Y., where he had been on a sad mission. He buried his mother, who died July 4th. The old lady had passed her eightieth birthday and had been an invalid for more than a year.



Leo. Friends, salesman for Otto Goetz, returned Monday from a vacation in the Catskills.



John Lyon, one of the veterans at the New York office of the U. S. Glass Co., is back on duty again after a three weeks' illness resulting from the hot weather.



Lloyd Bryant, salesman for the U. S. Glass Co., New York, returns Monday from two weeks at the Pittsburgh factory. H. L. Bunker another "knight of the grip," leaves Saturday for two weeks at Lake

George in company with his wife. Frank Chaloner from the same office departs on Saturday for a two weeks' vacation at his home in Pittsburgh.



Geo. H. Woodworth, New York manager for S. A. Weller, returned from his visit to the factory at Zanesville, O., Monday. On the return trip "Woody" worked up a "prospect" on the train, and Tuesday afternoon the buyer visited the showroom and placed a nice order. Kind a smooth work—wot?



Louis Cruveilher, who has been abroad for two months in the interest of Endemann & Churchill will arrive Friday or Saturday on La Provence.



Henry Meyer, purchasing agent for the Sperry & Hutchinson Co., leaves this week on his semi-annual western trip. He expects to be away about ten days.



J. E. Bieber, who is in charge of the lamps and lighting glass of the Fensterer & Ruhe, sailed last Saturday on the America to buy for his department.



Otto Goetz returned Wednesday from a two weeks' sojourn in the Adirondacks. His son Peter goes to Sullivan County, N. Y., Saturday for a month.

GLASSMEN TO MEET IN ATLANTIC CITY.

THE annual meeting of the American Association of Flint and Lime Glass Manufacturers will be held at Atlantic City, N. J., on Monday July 18th. A luncheon will be served in the summer parlor on the Heinz ocean pier at one o'clock. Hon. Thadeus Sharretts, a member of the board of United States general appraisers customs service, New York, will address the meeting on tariff matters and the Hon. Boise Penrose is expected to be present and probably make an address.

THE METAGRAPH.

THE Metagraph is a practical apparatus used to reproduce given shapes in either enlarged or reduced sizes. For instance—a potter has a symmetrical jug or vase made to stand twelve inches high. By the use of the metagraph he can figure the way to make that article sixteen, eight, six or five inches or any other size and yet retain the exact proportions of the original piece. B. F. Drakenfeld, 27 Park place will be glad to show the metagraph and go into details, showing how many puzzling problems are easily and quickly solved.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Meetings of glass manufacturers and workers which will occur next week in Atlantic City and the sessions of the latter which have been held in Toledo during the past few days have attracted the interest of all affiliated with the domestic flint glass business. It was previously reported that at the Toledo meeting the matter of forming a co-operative glass company would be taken up and possibly carried through to a successful ending, but it now appears that there is much opposition to this plan.

Reports of the flint glass workers in their convention show that during the past fiscal year there was \$78,524.11 spent for relief, due to strikes and lockouts, and the treasury holds a balance of \$129,527.24. There are eighty-four per cent of the members of the association employed now. It was also shown the wages of the workers have been increased thirty-one per cent during the past fifteen years.

The action of etched glassware manufacturers in increasing prices is looked upon with favor by buyers hereabouts, but, they are now anticipating advances in other lines. One buyer declared to the representative of this journal that he looked for an advance in tableware lines and on the cheaper grades of blown and pressed tumblers.

The announcement has been made by the Elkins Glass Co., that commencing July 15th it would no longer represent the Jefferson Glass Co., the manufacturers of the Chippendale "Krys-tol" glassware. The company has also issued the statement that it will continue to represent the Central Glass Works, of Wheeling, and the Eagle Glass Co., of Wellsburg.

"You can say absolutely that the Jefferson Glass Co. will not go out of the tableware business," said President C. H. Blumenauer, of the Jefferson Glass Co. "Instead we are continually adding to the Chippendale line, and as we have now secured the exclusive services of the original creator and designer of this line, we will have another line for the

trade in December. First drawings of the new lines are being made, and I am satisfied that it will be the richest table line ever made in the United States. How the report got out that we intended to make other than table lines we do not know. There is no truth whatever in that report. Our business is good and the year will prove to be the greatest the Jefferson ever experienced."

The Baroness etched pattern, of the United States Glass Co., is being shown on two new items—a new thin blown beer, and a new thin blown iced tea. The tumbler is a slight oval one and has a panel effect. There is an etched border and the grape etching is carried out in full upon the lower part of the items. The company is preparing a new catalogue of pressed bar goods, which is expected to be ready for the trade early in September.

Every effort is being made by the Ripley Glass Co., Inc., to have its new plant at Connellsville, Pa., ready for operation not later than September 15th. The mold-makers are busy and quite a lot of molds have been completed. Work is now being done on the table molds.

The Krakno Glass Co. is the latest glass company to be formed here, with offices at 210 Fourth avenue, in charge of S. F. Elkins. Attention is to be given to the manufacturing of lighting lines exclusively. The shades will be for both upright and inverted burners, and will be shown in plain and decorated lines. A feature of these shades will be a new patented metal ring which supersedes the glass ring.

Decorated slippers and hatchets which the glass decorators have been ordering from the manufacturers are proving to be the best selling of the specialties for the souvenir dealers. One decorating shop in this District is "loaded" with orders for these two specialties.

Manufacturers of soda fountain lines are doing a larger business this year than at any season during the last ten seasons. The jobbing confectioners report trouble in getting prompt shipments and this

would indicate the factories are having more business than will warrant the prompt filling of orders. Wholesale druggists make the same report concerning shipments. There is no decrease in orders on the soda fountain lines.

Sam Paull, of the Eagle Glass Co., spent a few days in the District during the past week. Dividing his time between his office, at the Eagle, and an ice plant in Wellsburg in which he is interested. He is one of the busiest men to be found anywhere.

George B. Clemens, of Trenton, N. J., is arranging to put a new combination glass salt and pepper on the market.



Trade conditions with the Wellsburg, W. Va. Eagle Glass and Mfg. Co. are such that the company has been compelled to erect additional buildings to care for all orders. One three-story building is nearly completed, and the greater part of this will be used for decorating purposes. Consideration is also being given the plan to raze the office building, extend the factory over that site and then provide office space in the new addition. The lighting shade lines of this factory are having a greater demand this year than ever, while the salts and peppers and night lamp lines are also going well.

The Sun Glass Co. is working to capacity on packers' goods. The plant was idle for a fortnight, but resumed in full July 11th.

Nothing is known here of the plan to start operations at the former plant of the Wellsburg Glass Mfg. Co.'s plant. Only a watchman is at the plant. It is possible, however, that David Baird, of Wheeling, who has been acting as receiver for the old corporation may turn the trick to have the factory in operation before the year ends.



Talk is still rife here of the possibility of the former plant of the Crystal Glass Co. being placed in operation by a new company comprising local Bellaire and Wheeling interests. It is proposed now to make a complete line of electrical supplies, which is a proposition not touched in this territory by glass manufacturers. Considerable repairing will have to be done before the property can be operated.



At a special meeting of the Follansbee, W. Va. stockholders of the Jefferson Glass Co., the following officers were elected: President and treasurer, C. H. Blum-

enauer; vice-president, D. J. Schnellbach, formerly of Charleroi, Pa. In the same factory, the company is doing an excellent business on Mangin mirrors, optical glass and condensing lenses. There is reason for believing that should the volume of business on all its lines increase very much more, the company will be compelled to arrange to increase capacity.



The men employed in the buffing department of the Hazel-Atlas Glass company's plant, on Nineteenth street quit work last week claiming that the new hoods placed over the buffing machines were not properly adjusted or were too large, thereby subjecting the men to injuries about the hands, because, they say, the large hoods obstruct the view from the can caps that are polished on the lathes. When George M. Ford, superintendent of the Hazel-Atlas Glass Co., stated that the company had been installing a new exhaust system which he was assured would do away with much of the dirt that is thrown off from the buffing lathes, and thereby make it much more agreeable for the employees. He stated that these improvements had not been completed and while the work was in progress the men employed at the lathes complained and said they would quit unless matters were remedied at once. Superintendent Ford is of the opinion that the men acted entirely with too much haste.

Howard Hazlett, who, with J. A. Miller and C. H. Dowler, constituted a committee of the original bondholders of the Wheeling Pottery Co., have explained the filing of a suit to recover the money lost by the bondsmen.

"The original bondholders of the Wheeling Pottery Co. elected this committee to attend to the filing of the suit. When the Wheeling and La Belle sold out for \$70,000 there was not enough realized to satisfy the mortgage, which was \$125,000, so that the committee brought suit against the Riverside Pottery Co. and Avon Pottery Co., at Toltonville, to recover the deficit. This amounts to about \$55,000, although not exactly that much," said Mr. Hazlett.

The suit to recover on the unpaid bonds was filed July 9th by Attorneys Russell & Russell with Clerk of Courts John L. Kinghorn, and summons to appear in court were served on the legal representatives of the various companies made co-defendants. The suit as it will appear on the docket is entitled J. A. Miller, Howard Hazlett and Charles Dowler vs. Wheeling Pottery Co. et al. The action is made returnable to July rules.

THE wise buyer considers not only what he has retained as unsold, but also what has not been sold because it was not in stock.

Among the Potteries

East and West

East Liverpool and Vicinity.

The trend of the domestic pottery business nowadays is the buying of more decorated ware and less plain white. Since January last, this feature has been very noticeable. There is no denying the fact that the manufacturers make more on the decorated lines, than when only plain white ware is sold, but there is an evidence in some quarters that the decorated business has grown more speedily with some manufacturers than their capacity will stand. Here and there during the past six months manufacturers here have been compelled to increase their decorating kiln capacity. The first was at the Cartwright plant, and then the Globe followed. Now the D. E. McNicol Co., is building an additional kiln. The buyers are demanding a better class of ware, no matter whether it is decorated or plain white. The five and ten cent store buyers want a better grade of decorations for their goods than asked in the past. Even these men declare their trade is demanding a better grade of goods.

The annual meeting of the Colonial Co., potters, has been set for early next week, the announcement just being made. During the same week will occur the annual meeting of the stockholders of the Globe Pottery Co. The annual meeting of the Homer Laughlin Co., was scheduled for Tuesday of this week, but has been deferred a few days.

George W. Clark, western salesman for the Homer Laughlin China Co., who is making a trip over his territory is not expected home for several weeks. On this trip, Mr. Clark is showing the most recent creations in decorations of the Laughlin plants, which are considered the most elaborate the firm ever assembled. Business with the company is exceptionally good, all plants being worked steadily.

Thomas Copperstone, of Latrobe, Pa., who covers the Middle States for the Vodrey Pottery Co., after spending a few days at the home office, opened at the Hotel Henry in Pittsburgh. From there he goes to Cleveland. The Vodrey Co. has made a decided change in their Risco dinner shape, the handle being

substituted on the cover dish for the knob, with which the shape was originally shown. For the fall trade, this shape is being shown in eighteen different treatments, the majority being border treatments, although a few spray patterns are to be had. William Cox, eastern representative for the firm has started on his first fall trip, showing a similar line as Mr. Copperstone.

C. W. McClure, of the McClure Syndicate stores, with headquarters in Atlanta, Ga., who has been in the District declared to the representative of this journal that business in the south promised much for the fall. He told of the extensiveness of the southern crops and of a general revival in business in all lines.

M. J. Trieber, southern salesman for the Knowles, Taylor & Knowles Co., spent a few days at the home office, then went home for the Fourth, only to return a few days ago in order to get new samples to start over his territory. At the same time, Cecil Taylor, the eastern representative, was at the home office on the same mission, and he opened at the Hotel Henry this week, his first stop on his way east. The Knowles Taylor & Knowles lines for fall are very attractive, the treatments on the new Lotus and the Ramona dinner shapes being considerably in advance of anything heretofore shown.

W. F. Witherell, of Rochester, N. Y., eastern salesman for the Edwin M. Knowles China Co., has been at the pottery for several days. He will start over his territory very soon.

Two new dinner shapes are being shown to the trade this month, one by the Wellsville China Co. and another by the Smith-McNicol Pottery Co. The former is a plain shape with square handles, and the latter is considered a fancy creation.

There is no denying the fact that buyers of domestic pottery do not "take" to knobs for handles on cover dishes. Last January when several new dinner shapes were placed before the trade, the knobs were again introduced, and for a while it appeared that the novelty would meet with favor. But, after

a few months' experience, the salesmen started to get kicks, and the manufacturers were compelled to get modelers make handles, and these are replacing the knobs. Shapes on which the cover dish knobs have been discarded were made by the Globe Pottery Co., Smith-Phillips China Co., Warner-Keffer China Co. and Vodrey Pottery Co.

The story is being told in the District, and although lacking official confirmation is said to be true by many, that as soon as one firm sent notices to its trade of an advance of ten per cent in the price of many of its best dinner treatments, another manufacturer did likewise, but that the prices of the latter are still ten per cent under those of the manufacturer who started the "ball rolling." It is not denied that the tendency of the domestic pottery trade now is to get more for its goods. It is also admitted that the manufacturers are making less money on the total investments than in any other line of trade.

Report has it that the McCreery interests, which operate a large department store in Pittsburgh, Pa., contemplate opening a similar store in Cleveland before the end of the year. The story was brought to the District by several salesmen from the East.

Among the buyers registered here during the past week were J. J. Curry, of Houghton & Dutton, Boston; P. G. Frantz and S. J. Nealis, of Scranton, Pa., representing the C. S. Woolworth stores; Mr. Day, with the Beggs Co., Columbus, O., and who was formerly associated with The Fair Co., of Cincinnati, and Abe Silversteine, of the New Orleans Queensware Co., of New Orleans, La.

E. A. Crawford, formerly eastern salesman for the Smith-Phillips China Co., but now general manager of the decorating department of this plant, has returned from a weeks' trip through the East, which was one of business and pleasure combined. Mr. Crawford made a friendly call on an old customer and stated that he was not booking business, but his friend replied "Crawford, we have been friends many years, and you never came in here but what we gave you an order and"

"Yes, I know," said the visitor, "but we have a good man here and he'll care for you."

"Well," said the buyer, "we'll take care of him also, but here's an order for 200 dinner sets which please rush."

When Mr. Crawford turned in the order upon his return, and a member of the firm said:

"Well, old man, that trip didn't cost you much, did it?"

Herbert Goodwin, the well-known potter, who has had charge of manufacturing departments in this city, Trenton and Mexico, is now a tile salesman, being associated with the Kenilworth Tile Co., the sales

department of which is in charge of W. S. Porter, the latter well known to the trade as a former pottery trade newspaperman.

The Goodwin Pottery Co., is showing a very handsome line of specialties, principally in vases. The treatments are entirely new.

Charles Howell Cook, of the Cook Pottery Co., Leslie C. Pierson, of the New Jersey China Pottery Co., and Ambrose Dale, of the International Pottery Co. have returned home after attending the summer meeting of the United States Potters' Association, which was held at Atlantic City last week. Prices and other matters were considered at this meeting but the manufacturers were non-committal as to the increase in the price of ware.

For the second time within a few months the packing shed of the Greenwood Pottery Co. was destroyed by fire last Saturday night about eight o'clock. The loss was not heavy, as the sheds were old. A carload of straw was burned. The fire looked like a large one when the firemen arrived, but it was quickly extinguished.

The new insurance feature of the National Brotherhood of Operative Potters, which was adopted by a recent vote of the association, became operative last Monday, and will cause \$150 to be paid the heirs of a deceased member of the trade, who, at the time of death, was in good standing with the local of which he was an active member. This feature was adopted by a more than two-thirds vote of the delegates. In his annual report to the Brotherhood convention in Atlantic City last week, President Thomas J. Duffy laid special stress upon this feature, and gave due credit to Local No. 45, of Trenton, for its creation.

All of the local plants resumed operations last Monday after a shut-down of one week the shortest in recent years at this season of the year. During the brief suspension of business the machinery in each pottery was overhauled and in nearly every plant inventory was taken.

Edward Eastham, a foreman in Cook's Etruria pottery, was ascending the porch steps of his home a few evenings ago when he slipped and fell heavily to the ground. A physician was called and upon examination he found that Mr. Eastham had sustained a compound fracture of the right leg just above the ankle. The injured man also sustained severe contusions on his right side. Mr. Eastham will be laid up for several weeks.

Frank McNichols, manager and buyer of the china and glassware department of the S. P. Dunham & Co. store, is confined to his home with blood poisoning.

A few days ago Mr. McNichols was bitten on the hand by a mosquito, and he scratched it with his nail causing blood poison to develop.

* *

James Birchell, a well-known North Trenton potter, died at his home last Saturday night after a lengthy illness. He was thirty-five years of age.

* *

Police commissioner Frank Hutchins is receiving the congratulations of his many friends because of his re-election as first vice-president of the National Brotherhood of Operative Potters which occurred at Atlantic City last week. Mr. Hutchins' popularity was proven because of the fact that he came out of the race victorious in spite of the three members of Local No. 45, of Trenton, who were nominated in opposition to him.

✕

Common report has it that R. East Palestine, O. N. Chamberlain, formerly identified with the East Palestine Pottery Co., contemplates erecting a new pottery here. This story, however, lacks confirmation. Since Mr. Chamberlain retired from the former company and the entire business taken over by Will S. George, he has not been engaged in any mercantile branch.

✕

Samuel Frost, for many years a Wellsville, O well known modeller and designer of East Liverpool, has been made general manager of the clay departments of the Smith-McNicol pottery here. The general management of the manufacturing and sales department will continue under the direction of Albert Corns, one of the younger members of the industry who has made a success of his business.

* *

President Monroe Patterson, of the Wellsville China Co., announces that on the cover dish of their new dinner shape, which has not yet been named, square handles, one part of which resembles the end of a scroll will be used exclusively. The idea is an entirely new one on cover dishes hereabouts.

* *

Trade is showing a decline this month with the Patterson Bros.' yellow ware pottery. However, this is usual at this season of the year. The demand for the Rockingham tea pots is considered very good, and the same is true of the bowl assortments.

✕

The sale of vitrified china was Beaver Falls, Pa. never more generous than at present, so far as the Mayer Bros., Pottery Co. is concerned. Sales for the first six months of this year have been the largest the company has experienced in years, and, as the product is

exclusively vitrified, jobbers have been liberal in sending in orders. The hotel lines containing special monograms, are especially attractive and are done in underglaze.

* *

Fred Kline, eastern salesman for the Warner-Keffer China Co. will make an early start on his eastern territory, and planned to open in Pttsburgh this week. The new dinnerware treatments of this firm are the most elaborate yet shown.

✕

The LaBelle pottery plant Wheeling W. Va. owned by the Wheeling Potteries Co., it is said will be used for sanitary ware under the direction of the Riverside Potteries Co., which is now a part of the new American Sanitary Manufacturing Co.

* *

It is reported that the Warwick China Company's plant at Wheeling, W. Va., will resume operations in about two weeks' time, when the alterations and repairs are expected to be finished.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g June 25 '10	Correspond- ing period 1909	Exports Jan. 1 to June 25, '10	Correspond ing period 1909
Boston	862	592	4051	3685
New York	542	642	3812	2719
Baltimore	666	1258	7002	8285
Philadelphia	827	213	3298	2580
New Orleans.....	215	187	902	1577
Newport News..	....	194	55	751
San Francisco ..	....	55	....	151
Portland (Me.)..	37	....	1029	1871
Galveston	347	135	669	583
Portland (Or.)..	....	....	....	95
Inland Points ..	289	94	1345	610
Total..	3785	3370	22163	22907

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g June 25, '10	Correspond- ing period 1909	Exports Jan 1 to June 25, '10	Correspond ing period 1909
New York	90	84	3644	4263
Boston	156	263	3693	3423
Philadelphia	86	....	2798	2795
Baltimore .....	....	418	7059	8952
San Francisco ..	....	....	....	151
New Orleans	9	89	581	1553
Portland (Me.)..	....	....	591	1943
Galveston	65	135	1230	566
Newport News ..	....	....	55	751
Portland (Or.)..	....	....	30	55
Inland Points ..	....	....	1096	797
Total..	406	989	20677	25249



BUSINESS BRIEFS.

W. R. Wisner opened a five-and ten-cent store at Waverly, N. Y.

* *

G. G. Gray has opened a general merchandise store in Chicago, Ill.

* *

Haller Bros. have opened a five-and ten-cent store at Jasper, Ind.

* *

H. W. Kenworthy has opened a five-and ten-cent store at Franklin, N. H.

* *

J. G. McCrorey & Co. have opened a five-and ten-cent store in Jacksonville, Fla.

* *

The Wyoming Valley Cut Glass Co. have secured a location for their factory at Pittston, Pa.

* *

The Fetterman Syndicate opened a new branch five-and ten-cent store at Quakerstown, Pa.

* *

Trick Bros., have opened a five-and ten-cent store at 111 East Main street, Benton Harbor, Mich.

* *

The Wilcox Glass Bottle Co., of Wilcox, Pa., have been incorporated with a capital stock of \$32,000.

* *

Mrs. Kate Hosfrod has been appointed manager of a branch pottery store of the Art Education Co., in Petoskey, Michigan.

* *

A crockery store conducted by Mrs. H. C. Day at Oakland, Cal., was robbed and set a fire by thieves last week. The damage is estimated at \$500.

* *

Codd Bros. housefurnishing store, of Colfax, Wash., was destroyed by fire last week. The loss is estimated at \$10,000, and the insurance is \$2,000.

* *

Contracts have been let for the erection of a large department store of Thompson Bros. The building is to be two stories high and will be located at Evansville, Ind.

* *

The latest of the F. W. Woolworth & Co.'s chain of five-and ten-cent stores, was opened last week at Atlantic City. Another will be opened on the 16th in Chicago, Ill.

* *

The Van Dyk Furniture Co., of Paterson, N. J., whose building was destroyed in a recent fire, together with \$100,000 worth of stock, is on deck again with two new locations. A large store on Market street has been leased, to be used as a crock-

ery annex, while the Auditorium on Ellison street will house their lines of furniture.

* *

The Eggleston Hotel Co., Rochester, N. Y., build and manage hotels, etc. Capital \$100,000. Incorporators: L. C. McGreal, J. J. McGreal, A. H. McGreal, Rochester.

* *

The Lusitania Hotel Co., of New York city, was incorporated to conduct hotels, restaurants, cafes, etc. Capital \$28,000. Incorporators: C. Bohling, E. S. Shea, O. H. Backman, New York city.

* *

The Moose Home Association, of Trenton, N. J., was incorporated to operate club houses, boarding houses, hotels, etc. Capital \$50,000. Incorporators, E. E. Seville, R. D. Turner, A. S. Blackford, Trenton.

* *

The Union five-and ten-cent store, Brooklyn, N. Y., was incorporated to deal in all kinds of merchandise. Capital \$4,000. Incorporators: Henry Messinger and Wolf Messinger, Brooklyn, and Chas. Berman, New York city.

* *

The Wheeler & McGowan Co., of Cumberland, Me., was incorporated to manufacturer and deal in baby carriages and toys, etc. Capital \$40,000. The incorporators are, President R. S. Buzzell, treasurer, M. M. Farrar, Augusta.

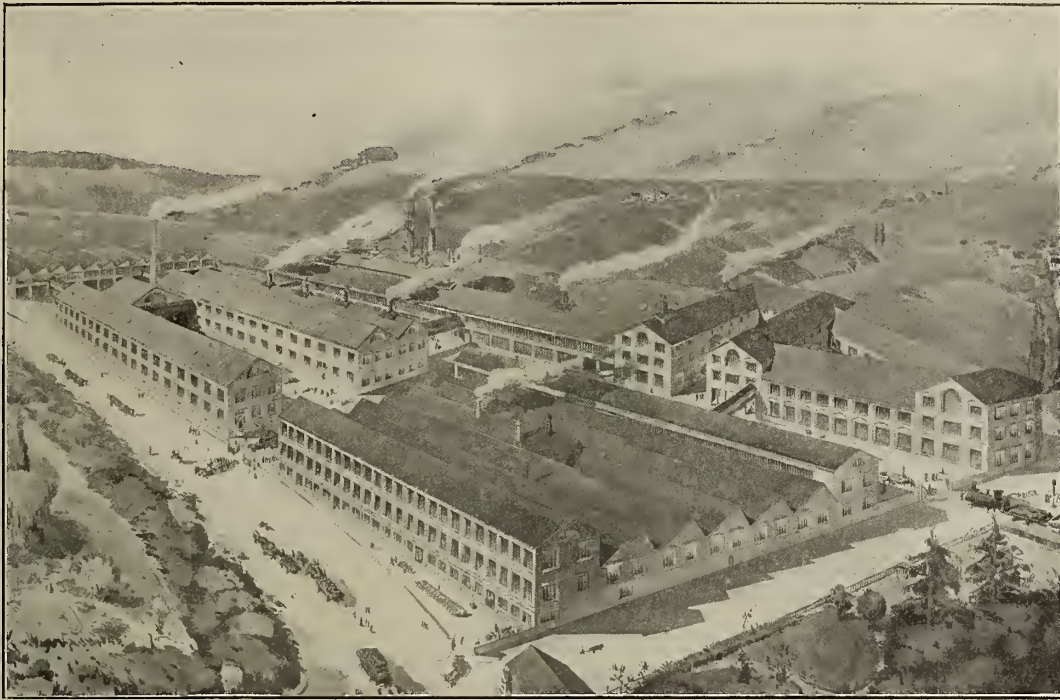
GLASSWORKER A HERO.

OVERCOME in a brave attempt to rescue two Hungarian laborers from the fumes of a furnace in the glassworks at Corning, N. Y., July 9th, Walter Sweet, a glassworker, will probably die.

The two Hungarians were cleaning a grate when the hot gases from the furnace rushed out upon them and they fell. Sweet and a companion, Walter Fleming, ran to drag them to fresh air. Sweet fell himself just as he reached the line beyond which lay safety. Both the Hungarians died. Fleming got out alive, but very weak.

PARCELS POST WITH HUNGARY.

WORD has been received that President Taft has ratified a parcels post convention with Hungary. The conditions of the convention are practically the same as those existing with other European countries. Parcels shall not weigh more than eleven pounds nor exceed \$80 in value. The rate of postage will be twelve cents a pound or fraction of a pound. The agreement became operative on July 1st.



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, **THEODORE**, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

A REAL SALESMAN.

THE three most important factors of a successful salesman are quickness to judge human nature, a pleasing personality and untiring patience—of course, granting a salesman must have an accurate knowledge of his stock at all times.

In my estimation there are two kinds of sales made in selling a customer, namely, "the intelligent sale" and the "case of customer buys himself." The intelligent sale is the one that holds your customer and brings him back. He brings out the points of the goods and is able to meet any argument the customer may make in a pleasing, matter-of-fact way, but he does not rouse the obstinate ire of the customer and in a brief conversation shows his customer he is competent to handle him in an intelligent way.

On the other hand, we have the "case of customer buys himself," the salesman merely pulling goods out of stock and showing them in an unintelligent and listless way; he has already lost the confidence of his customer by not being able to meet some argument offered during the sale, and it is mere chance if the sale is made.—*Roy C. Bretz, in Metal Worker.*

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

ASSISTANT MANAGER WANTED—We wish a young man from a small town, experienced in crockery, glassware and lamp goods, who has some ability as a salesman. Address giving particulars as to past experience, salary wanted and references, A. W. WHELOCK, Rockford, Ill.

WANTED—Experienced commission men in territory west of Mississippi river. THE TRENLE CHINA Co., East Liverpool, Ohio.

SALESMAN WANTED—By a concern manufacturing gas and electric portables, lamps and domes for southern and western territory. On commission basis as side line. Those calling on crockery and household furnishing trade preferred. Address ENTERPRISE LAMP MFG. Co., 391 Washington St., New York.

WANTED—For Ohio, Indiana and Michigan, an A 1 cut glass salesman. Must come well recommended. Address Box 724, this office.

BUSINESS OPPORTUNITIES.

WANTED—MANUFACTURERS' AGENT TO HANDLE MODERN STAINED GLASS HANGING FIXTURES AND ELECTROLIERS IN BOSTON AND THE EAST. APPLY IN WRITING TO EDWARD O. COLES, GENERAL SALES AGENT, J. MORGAN & SONS, 61 EAST NINTH STREET, NEW YORK.

FOR SALE.

GLASS cutting factory, complete, now in full operation. Twenty-seven frames; cheap rent. Located in Brooklyn, N. Y. Owner has purchased a larger factory elsewhere. Address Box 725, this office.

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NEW YORK, JULY 21, 1910.

THE CONDITION OF BUSINESS.



The amount of business done last week **New York.** was something out of the ordinary for the season. Three large concerns are in the market for crockery and glass and a large proportion of their orders have been placed within the last ten days. Just what amount they have bought, of course, is not obtainable, but a fair estimate would place it at from \$125,000 to \$150,000, and this together with the ordinary business which comes by mail and by travelers as well as a few visiting buyers would swell the volume to as big figures as have been reached in the second week in July in many years.

There is an element at work trying to convey the impression that the general business of the country is bad, and their efforts are partly successful in that they have made a feeling of distrust for the future, which in the face and eyes of statistics is incorrect. The railroads which are supposed to indicate general conditions of business by their earnings show that they are carrying much freight. The net earnings of nearly every railroad in the country show a gain over last year and the year before. On Monday of this week a report was given out from Albany which shows that out of 390,000 organized workers, 62,851 only were out of work. This is sixteen and one-tenth per cent less than in 1909, the figures at that time being twenty-one and one-tenth per cent, and less than one half that for 1908, when there were thirty-five and seven tenths per cent out of work. The showing for 1910 is the best since 1896. Statistics are not giving out to

show what other great manufacturing states are doing, but it is very evident that in Pennsylvania, Ohio, Michigan and Illinois, labor is as well employed now as at any time within the last three years. With such conditions it is pretty evident that the country is prosperous.

The domestic potters are in a very complacent mood, their order files are well filled, and with a prospect of better prices there is very little complaining. The glass men in some sections started up on Monday with large orders booked.

For some unknown reason buyers of the lamp and lighting goods, generally, have been very slow in coming to the market, and this branch of the glass industry has some cause for complaint. That it is temporary goes without saying, and within a month it is confidently expected that they too will have all that they can attend to.

In foreign goods the new samples are now nearly ready for display, in fact some people are all ready, and there is no fear but that a good business will be done in the near future.

The retail trade, which has suffered, particularly in the last two or three weeks, was a little better this week, possibly owing to the improved conditions of weather. The business is not large, of course, and no big things are looked for for some weeks to come.

An exceptionally good business is being enjoyed by the local manufacturers nearly all of whom report trade as being very satisfactory. Every plant without exception is at work and not one complaint has been registered about a scarcity of orders. Salesmen are preparing for their fall trips and the roadmen and manufacturers alike speak in the most optimistic terms for a great fall business.

Most of the factories in and around Pittsburgh started up on Monday; many of them with a goodly file of orders ready for the men to work on. The least busy are the glass manufacturers who make lighting goods but their turn will soon come, and then everybody will be busy.

Business starts off in a very satisfactory manner. Mail orders are big and there are evidences that many buyers will be in the market very shortly. Some large orders have already been placed by visiting buyers, indicating that those who follow will also want many goods.

AT PITTSBURGH.

SALESMEN at the various Pittsburgh hotels are elated with the volume of business now being booked. Orders are far ahead of last year, and earlier shipments are being asked. A feeling of optimism prevails.

At the Colonial-Annex there are many displays, the largest being in the banquet room, which is occupied by William Grieser, representing L. H. Mace & Co., and Charles Spier, representing S. Lansdorf & Co. This display will remain intact until July 31st.

Fr. Bergner & Co., of Baltimore, have three rooms of novelties at the Colonial, the display being in charge of John W. Wentz and an assistant.

T. T. Fryer is showing the latest Japanese lines of the Tijimi Co., of New York. The most novel effects in the china shown is an imitation of a French decoration.

Jack Carling, who has been at the Fort Pitt showing the Pope-Gosser lines, has opened in Philadelphia. His business this season surpasses that for 1909.

B. C. Miller occupies two rooms at the Colonial showing the lines of the Koch Importing Co., Baltimore. The most attractive novelty shown, however,

is a mechanical railroad and draw bridge which works automatically. Mr. Miller will open in Cleveland at the Hollenden August 1st.

Mitchell, Woodbury Co., of Boston, is represented here by Charles T. Woolly who is showing some very exclusive treatments in both dinner and specialties. He will open next in Buffalo.

H. H. Thomas is also at the Colonial showing a very extensive line for A. L. Tuska which is an exclusive Japanese display. The exhibit is by far the largest Mr. Thomas ever maintained here.

The Sibley, Lindsay & Curr Co., of Rochester, N. Y., is exhibiting at the Monongahela House the larger banquet room and adjoining space being occupied. Mr. W. J. Harkness is in charge and is assisted by George Feltus and Frank J. Scott from the home office. Toys, novelties and dolls form the bulk of the display which is also supplemented by books. From here the exhibit will be moved to Buffalo.

Thomas Neely, of the china and glass department of the Boggs & Buhl stores, has returned from a hurried trip to the New York market.

Charles Isreal is at the Henry showing a line of cut glass.

BUSINESS BRIEFS.

E. Miller has opened a department store at Uniontown, Ill.

A recent fire caused \$300 damages in the building occupied by the Fort Wayne Cut Glass Co., of Fort Wayne, Ind.

The National Electric Enameling Co., of Manhattan, was incorporated to manufacture brick tiles, earthenware, etc. Capital \$200,000. Incorporators: Merrit H. Rice, Charles Edmund Harvey and Francis A. Woodward, New Rochelle, N. Y.

J. M. Keister, H. K. Martin and Otto J. Krämer have incorporated under the name of the Keister-Martin Co., of Portland Oregon. The corporation has an authorized capital stock of \$10,000, and will conduct a five-ten- and fifteen-cent store in Portland.

Bondholders of the Bell Pottery Co., of Columbus, O., held a meeting recently to discuss plans for disposing of the property purchased from the receivers. A report has been heard that this plant was to be dismantled, and converted into a canning factory, but there has been no confirmation of this. The plant was at one time the best in the West, but was never operated for any length of time.

The New York Crockery and Glass District.

Maddock & Miller make an announcement on our first page which cannot fail to interest the trade. In taking the line made by the Royal Worcester Porcelain Co., they acquired one of the oldest and best known English china lines made. Mr. Miller in his recent visit to England spent considerable time at the works and has selected a large variety of samples made with a view of satisfying the American public. Mr. Miller's well known taste is a guarantee that the new goods will be strictly up-to-date and that the designs will be just what the trade will require. They have just had installed a private telephone exchange which permits communication with all their departments.

One of the early displays of new fall samples has just been completed at Bawo & Dotter's. The stock goods will be heavier than ever this year and many new shapes and decorations in dinnerware have been added. The renovating of the establishment has been completed and everything is ship-shape.

By the way, what has happened to the annual golf tournament of the Crockery, Glass and Brass Salesman's Association?

A short time ago mention was made of a fire in the toy store of H. Rosenstein at 36 Warren street. Last week work was begun clearing away the debris preparatory to rebuilding. The first barrow load had scarcely been dumped in the street before it was surrounded with small children. A few dolls' heads and charred remnants of toys were eagerly seized upon and carried away. The news spread that toys—save the mark—were to be had for nothing. Then a horde descended upon Warren street. Where they came from is a mystery, but there were thousands of them, and the contractors had to send for the police.

Every week Edward O. Coles, general sales agent for J. Morgan & Sons, is in receipt of new designs from the Brooklyn factory. Many of these new designs are ideas of Mr. Coles that have been worked out in the factory, as well as the ideas of their

staff of regular designers. This week there has appeared some very good floral decorations, on both amber and white back grounds, that look very much like winners. Buyers should not fail to look over the new offerings.

The United States Arc Lamp Co. will shortly remove to 227 Fourth avenue, New York.

J. H. Venon is to be numbered among the many concerns who are gradually getting together their new import lines. Four cases arrived this week, full of specialties that will delight the buyers later in the season.

The Weller brown and white cooking ware has proven one of the big successes of the year. The sale of this new Weller line has been exceptionally heavy in the West and eastern dealers are rapidly taking it up. An entirely new line of jardiniers and vases has been added and the samples have already begun to arrive at the New York showroom where Geo. H. Woodworth continues to preside.

The receiver for Edw. Rorke & Co., has obtained another extension from the court giving him until August 13 to liquidate. It is expected that the stock will all be sold before that date.

The salesman for C. B. & J. Warner, who handle the Turner & Seymore line in the city, are all on the road, and from the lively manner in which they are sending in orders to headquarters, they will probably stay out until the first of the year.

The Fall 1910 catalogue of the Andrew H. Hoag Co. is now being distributed throughout the trade. It is gotten up in very attractive style, and contains over a hundred engravings of their leading numbers. The following is from the preface: "In presenting this catalogue to you we wish to call your attention to the fact that, owing to our greatly enlarged and improved line, we are able to put before the trade the

best balanced and most attractive set of shades, domes and portables that we have ever turned out from our factory. We ask the opportunity to demonstrate the worth of our goods, and feel confident that we can give you greater satisfaction than ever before."



The very latest thing at Edward Miller & Co.'s is a five-foot eight-inch piano or floor lamp of solid brass in an old gold finish. The fixture is beautifully designed, with a reeded base, and rich looking scroll-work, that gives it a very fine appearance. It is supplied with five lights, and the dome is made up with a filigree casting over panels of handsomely colored glass, measuring twenty-four inches wide. It is an expensive lamp, and will doubtless appeal strongly to the best class of trade.



The Plume & Atwood Co. are showing a very select line of substantially made portables with mosaic shades in conventional designs that are about as fine as anything seen in the District so far. This company does not claim to make the cheapest line of portables on the market, but do contend that for the value in workmanship and honestly made goods, the buyer who is appealing to the class of trade that will not be satisfied with indifferent workmanship, will not be able to find their offerings at the P & A price.



Louis Wolf & Co. are now closing out their line of import samples principally to local people. There is, however, a good opportunity for anyone to secure some fine bargains. Operations in the American woolen building are progressing in good shape, and the firm will undoubtedly be prepared to occupy their new quarters there in about six months.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

W C Garrison, with Berwick Store Co., Berwick, Pa. New Grand.

L Goodkind, with Mannheimer Bros, c, g, St Paul, Minn. 320 Church.

M Berman, c, hf, Covington, Ky. Prince George.

J MacFarquhar, with S Kann Sons & Co, t, Washington, D C. 621 Broadway.

H Greve, with The Fair, t, Chicago, Ill. 684 Broadway.

P Schaeffer, with Adam, Meldrum & Anderson Co, c, g, Buffalo, N Y. 2 Walker.

I Halpern, with Pettis Dry Goods Co, hf, t, Indianapolis, Ind. 2 Walker.

Mr McDonald, with J V Farwell Co, Chicago, Ill. 72 Leonard.

S Lebolt, with Rothschild & Co, s, Chicago, Ill. 43 Leonard.

T A Neely, with Boggs & Buhl, c, g, Pittsburgh, Pa. 45 East Seventeenth street.

R M Kirven, of J O Kirven Co, s, Columbus, Ga. 821 Broadway.

J Hayden, of Hayden Bros, s, Omaha, Neb. Imperial.

P G Rinkin, with Boston Store, Chicago, Ill. 114 Fifth Ave.

Mrs Jno Cost Sayreville, N J.

A C Jones, with Crews-Beggs Dry Goods Co, s, Pueblo Col. 320 Church.

Miss K L Sullivan, with E W Edwards & Son, s, Syracuse, N Y. Victoria.

G Louis, with Woodward & Lothrop, t, Washington, D C. 438 Broadway.

K K Waddell, of H Waddell Co, hf, Houston, Texas. Hoffman House.

F L Sturtevant, with Forbes & Wallace, hf, Springfield, Mass. 2 Walker.

T Barker, with R H White & Co, hf, Boston, Mass. 320 Church.

GLASS BLOWERS REJECT OFFER.

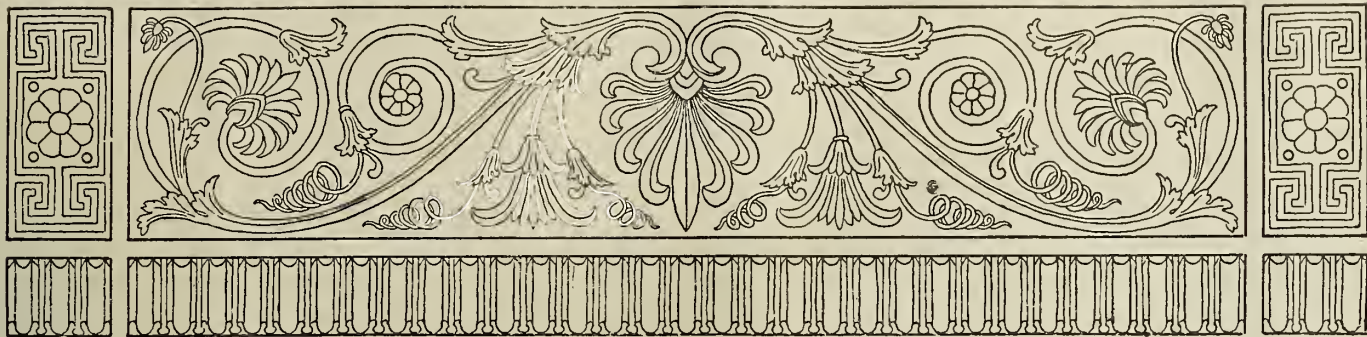
AT Atlantic City, members of the American Glass Bottle Blowers' Association voted again July 20th against the proposition of manufacturers to give up summer vacations and work through July and August. The matter was brought up under a vote of reconsideration of the ballot cast against summer work taken a few days ago. Advocates of the change declared that machine factories working through the summer are securing much of the bottle trade.

OBITUARY.

HENRY THOMPSON a member of the Crescent Cut Glass Co., of Newark, N. J., died July 15th at his home in Arlington, N. J. His death was due to Bright's disease. He was fifty-seven years old, and is survived by a widow and four children. Mr. Thompson was one of the pioneer cut glass men of the country. He came to this country from England more than twenty years ago, arriving on the same steamer with Thos. Shotton and Geo. Noke, now of Brooklyn. He was formerly associated with T. G. Hawkes & Co., Corning, N. Y. His son who has been associated with him in business will probably succeed him in the Crescent company.

Michael Malone, aged fifty-five, a well-known potter of East Liverpool, died July 15th of heart disease.

Benjamin C. Tower, for thirty-five years engaged in the crockery business at Oakland, Cal., died recently in his seventy-eighth year. He is survived by one daughter.



Glass Men Convene at Atlantic City.



New and Old Tariff Discussed by General Appraiser Sharretts. Some Recent Decisions Read. Interchange of Business Ideas on Conditions. Daniel C. Ripley Re-elected to Presidency.

THE American Association of Flint and Lime Glass Manufacturers (Incorporated) held its thirty-fourth annual convention at Atlantic City, on Monday July 18th, at Heinz Ocean Pier.

At roll-call the following responded as being present: Daniel C. Ripley, president, J. A. Knox, Thos. Evans, A. B. Paxton, Arthur W. Bennett, C. M. Dillan, James Gill, J. F. Holton, C. M. Briscoe, Wm. M. Anderson, Wm. T. Gillinder, E. P. Ebberts, E. J. S. Van Houten, C. Brox, Hugh McAfee, W. F. Dorflinger, Alex H. Patterson, H. F. McGreery and H. D. Murray, actuary. The trade press was represented by E. J. Huott, J. F. O'Gorman, and Geo. M. Jaques.

At half past one President Ripley rapped for order and introduced the Hon. Thadeus Sharretts, who had much to do with the making of the present tariff, adding that he would dispense with the preliminaries of the regular business that Mr. Sharretts might speak to them at once as he was desirous of returning to New York that evening. Mr. Sharretts expressed his pleasure in appearing before the association feeling that it was an honor, and besides that he wanted to meet the glass manufacturers to make their acquaintance. He said he would be brief and point out facts concerning the tariff of 1907 and show the bad taste exhibited in some of the decisions of the previous act, without disparagement to those who had rendered the decisions as he believed the judges acted honestly and in conformity with their convictions. It was because the law was ambiguous he stated, that they had decided as they did. Continuing he said Mr. Ripley had quoted him as having much to do with the framing of the tariff and he believed that he had in fact Senator Oliver, leader of the opposition, had, remarked that "whatever Sharretts said went into the tariff." He was proud and glad that he had been able to do what he had done to conserve the interests of the American manufacturer, and complimented the

committee of manufacturers headed by Mr. Ripley for the way they had handled their case before the congressional committee, who had the glass schedule in charge. This committee had put their case clearly and concisely and then went away, while on the other hand the plate glass men had stayed and urged their claims until they not only angered the democrats on that committee but had wearied the low tariff republicans, with the result that they obtained less than they would have had they left the committee alone. Mr. Sharretts cited a few instances to show how the old tariff worked against the manufacturers, read two decisions to show the matter clearly and explained how various combinations of cut and pressed glass could be manipulated to give the imported ware the low rate under the old law, whereas now the goods must pay the highest duty when the cut parts constituted the principal cost of the ware. He read the following decisions:

BLOWN GLASSWARE—Unfinished articles—Articles of blown glass in an unfinished condition, intended for use in the manufacture of thermos bottles, are not dutiable as manufactures of glass or in part of metal under paragraph 109 or 199, tariff act of 1909, respectively, nor as bottles under paragraph 97, but are dutiable under paragraph 98 as articles composed wholly or in chief value of glass blown.

United States General Appraisers, New York, June 2, 1910, in the matter of protest 408267 of Janus Vacuum Bottle Co. against the assessment of duty by the collector of customs at the port of New York.

SHARRETTS, General Appraiser—The merchandise in question consists of blown glass shells intended for use in the manufacture of so-called thermos bottles as the inner and outer walls thereof. These articles were returned for duty at 60 per cent ad valorem under paragraph 98 of the tariff act of 1909, the importers claiming the same to be dutiable at 45 per cent ad valorem under paragraph 109 or 199, or at 1 cent or 1½ cents per pound under paragraph 99. Regarding the latter claim, paragraph 99 contains no provision for duty at the rates set forth by the importers, but it is evident that this claim was intended to be made under paragraph 97.

The goods are not finished articles. They are in the nature of materials intended by a further process of manufacture to be made into double-walled bottles. They have, however, undergone a considerable process of manufacture fitting them for a specific use, and are articles composed wholly or in chief value of blown glass. It is doubtful if they would have been dutiable under paragraph 109 of the tariff act of 1897 as "blown glassware," but the language of the present act with regard to blown glassware articles is unrestricted and includes "all articles of every description composed wholly or in chief value of glass blown."

We accordingly hold the goods in question were properly classified under paragraph 98 of the present act and affirm the collector's decision, the protest being overruled.

SHARRETTS, General Appraiser 41755-a N. P.—The merchandise here in question is blown glass jugs designed to contain gin. To the neck of each jug a ground stopper is affixed by a ribbon, said stopper being molded and not cut or ground to an extent greater than sufficient to cause it to fit the jug. The face of each jug bears a shield, above and beneath which is a lettered ribbon, and the shield is also lettered and contains a bust picture of a man in ancient garb; the entire design having been etched by a sand blast.

Under the tariff act of 1897 the court in passing upon bottles and other glassware engraved, cut, painted, printed, etc., said in the case of *Thomas V. Hempstead* (129 Fed. Rep., 1007) "The reagent bottles at most should have been charged with duty under paragraph 99 as plain glass bottles and not under paragraph 100 as ornamented or decorated. The lettering upon the bottles is for utility and not for ornament. That the lettering is so well done as to improve the appearance of the bottles seems to me to be of no importance; "again in the *Koscherak's* case reports (98 Fed. Rep., 596) Judge Lacombe in writing the opinion for the circuit court of appeals said: "The cutting, engraving, etching, etc., which will bring a glass bottle within the terms of this paragraph (109) must be substantial and sufficient to amount to an ornament or decoration."

It is clear that although the act of 1897 by judicial interpretation provided a 40 per cent ad valorem rate of duty on containers identical with those now in dispute, the language of paragraph 98 of the tariff act of 1909 is so comprehensive that all articles of every description composed wholly or in chief value of glass cut, engraved, painted, colored, stained, silvered, gilded, etched, sand blasted, frosted or printed in any manner, no matter whether the application of any of the processes aforesaid was made for purposes of utility or for ornamentation or decoration, are dutiable at 60 per cent ad valorem.

We therefore hold that the articles were properly classified by the collector, whose decision in assessing duty thereon at 60 per cent ad valorem under paragraph 68 of the present tariff act is affirmed; the protest claiming the same to be dutiable as plain bottles at 40 per cent ad valorem or as manufactures of glass at 45 per cent ad valorem being overruled.

The present law said Mr. Sharretts had been framed so that the manufacturer would get the full benefits of protection. He closed by saying that should any cases come before him in his judicial capacity he would endeavor to decide according to what he believed was the will of congress.

Mr. Ripley said that he knew the association was much pleased with what Mr. Sharretts had said and propounded the following question: "What would be

the duty on a goblet having a blown bowl, a pressed stem and a worked out foot?" Mr. Sharretts answered that if the bowl and the foot were worth more than the stem, that the duty would be sixty per cent. In other words the duty was assessed on the most costly part or parts. A vote of thanks was tendered Mr. Sharretts.

The association then went into executive session. After the roll call and reading of the minutes the following firms were admitted as members; Hazel Atlas Glass Co., Canton Glass Co., Rochester Tumbler Co., Lancaster Glass Co., McKee Glass Co., and Indiana Glass Co.

The election of officers resulted as follows: Daniel C. Ripley, president, Marshall W. Gleason and Arthur J. Bennett, vice-presidents and Thomas Evans, treasurer. Board of directors: Daniel C. Ripley, Thomas Evans, Marshall W. Gleason, Wm. T. Gillinder, Arthur J. Bennett and Hugh McAfee. H. D. Murray, actuary. The only change over last year was the substitution of Mr. Gillinder for Mr. Ebberts, on the board of directors.

Subjects of interest were then discussed in an informal manner and the meeting adjourned at five o'clock.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g July 2, '10	Correspond- ing period 1909	Exports Jan. 1 to July 2, '10	Correspond- ing period 1909
Boston	164	83	4215	3768
New York	229	134	4041	2853
Baltimore	911	488	7913	8773
Philadelphia ..	68	136	3366	2716
New Orleans....	187	24	1089	1601
Newport News ..	100		155	751
San Francisco ..		....	....	151
Portland (Me.)..	....		1039	1871
Galveston .....	....	114	669	697
Portland (Or.)..	....	....	....	95
Inland Points		2	1345	612
Total	1659	981	23822	23888

From the Freight and Shipping Circular of John Edwards & Co.
Liverpool.

TO	Shipments week end'g July 2, '10	Correspond- ing period 1909	Exports Jan. 1 to July 2, '10	Correspond- ing period 1909
New York	229	134	3873	4397
Boston	164	83	3857	3506
Philadelphia....	69	136	2867	2931
Baltimore	907	488	7966	9440
San Francisco ..	....	....	....	151
New Orleans..	183	24	764	1577
Portland (Me.)..	..	....	591	1943
Galveston .....	....	114	1230	680
Newport News ..	100	....	55	751
Portland (Or.)..	....	....	30	55
Inland Points	...	....	1096	797
Total..	1652	979	22329	26228



IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
July 19, 1910.

SOUTHAMPTON

6 packages chinaware.....	Bawo & Dotter
14 " "	Ceramic Importing Co
39 " "	H Creange
12 " "	L D Bloch & Co
65 " "	Miscellaneous Orders

BREMEN

11 packages glassware.....	L Straus & Sons
45 " "	Eimer & Amend
11 " "	A Steinhardt & Bro
39 " "	Strobel & Wilken Co
277 " "	Miscellaneous Orders
2 " earthenware.....	Bawo & Dotter
17 " "	Froeber & Vollrath
47 " "	Knauth, Nachod & Kuhne
30 " "	Karl Hutter
42 " "	Strobel & Wilken Co
67 " "	Miscellaneous Orders
127 " toys.....	Geo Borgfeldt & Co
3 " "	Bawo & Dotter
83 " "	L H Mace & Co
87 " "	F A O Schwartz
114 " "	Strobel & Wilken Co
153 " "	Miscellaneous Orders

HAMBURG

71 packages glassware	Fensterer & Ruhe
53 " "	Eimer & Amend
6 " "	N Wapler
158 " "	O O Friedlander
60 " "	L Straus & Sons
80 " "	W R Noe & Sons
18 " "	Bawo & Dotter
14 " "	Lazarus & Rosenfeld
31 " "	Strobel & Wilken Co
220 " "	Miscellaneous Orders
48 " earthenware	Geo Borgfeldt & Co
17 " "	Fensterer & Ruhe
12 " "	L Straus & Sons
27 " "	O Goetz
8 " "	Koscherak Bro
5 " "	J Palme
7 " "	Froeber & Vollrath
58 " "	J Wygand & Co
11 " "	H Kupper
2 " "	Frank & DeKeyser
28 " "	L D Bloch & Co
8 " "	Kmy-Scheerer Co
3 " "	Knauth, Nachod & Kuhne
484 " "	F W Woolworth
67 " "	Strobel & Wilken Co
274 " "	Miscellaneous Orders
20 " toys.....	Geo Borgfeldt & Co
32 " "	G W Travers
311 " "	B Illfelder & Co
5 " "	F W Woolworth
26 " "	C B Rouss
8 " "	Samstag & Hilder Bros
4 " "	Knauth, Nachod & Kuhne
202 " "	Strobel & Wilken Co
256 " "	Miscellaneous Orders
4 " harmonicas.....	Strobel & Wilken Co

HAVRE

39 packages chinaware.....	Wm Guerin & Co
16 " "	J H Venon
14 " "	L Straus & Sons
8 " "	Bawo & Dotter
4 " "	Endemaun & Churchill
28 " "	A G Momet
44 " "	Miscellaneous Orders

LIVERPOOL

3 packages earthenware.....	The Rowland & Marsellus Co
7 " "	L Straus & Sons
18 " "	Maddock & Miller
11 " "	R Slimmon & Co
5 " "	Bawo & Dotter
12 " "	W S Pitcairn
8 " "	Strobel & Wilken Co
22 " "	Miscellaneous Orders
31 " toys.....	Strobel & Wilken Co

LONDON

37 packages toys.....	Strobel & Wilken Co
19 " "	Miscellaneous Orders

ANTWERP

486 packages glassware.....	B Guntliel
70 " "	Strobel & Wilken Co
262 " "	Miscellaneous Orders
58 " earthenware	Strobel & Wilken Co
250 " toys.....	B Illfelder
95 " "	A Steinhardt & Bro
289 " "	Strobel & Wilken Co
29 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

24 packages earthenware.....	Jones, McDuffee & Stratton Co
34 " "	Mitchell Woodbury & Co
7 " "	W N Proctor & Co
14 " "	A W Chesterton
4 " "	Houghton & Dutton
5 " "	Fondeville & Van Iderstine
11 " "	E Boote
1 " "	Shreve, Crump & Low Co
56 " "	American Express Co
19 " "	Miscellaneous Orders

HAMBURG

28 packages earthenware.....	Jones, McDuffee & Stratton Co
31 " "	F W Woolworth
307 " "	M Kirschberger
17 " "	Ocean Transit Co
2 " "	B Illfelder & Co
5 " "	W N Proctor & Co
11 " "	Bawo & Dotter
27 " "	Geo Borgfeldt & Co
78 " "	American Express Co
20 " "	R F Downing & Co
47 " "	F Euler & Co
1 " "	E A Runnells & Co
34 " "	Patterson Wyld & Co
8 " "	L Wolf & Co
184 " "	National Despatch Co
128 " "	I B Moors & Co
14 " "	Miscellaneous Orders

ANTWERP

31 packages earthenware.....	Jones, McDuffee & Stratton Co
8 " "	I B Moors & Co
18 " "	L Wolf & Co
1 " "	Mitchell, Woodbury Co
34 " "	Stone & Downer Co
1 " "	Bawo & Dotter
4 " "	Miscellaneous Orders

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 21, 1910.

THE TOY TRADE OF GERMANY.

STATISTICS quoted by Consul General Richard Guenther, of Frankfort, show that during 1909 Germany exported toys to the value of \$18,000,000, the total exportation in 1898 aggregating only \$9,000,000. German toys go to all countries of the world, regardless of standards of culture, and their manufacture furnishes employment and means of living to many thousands of men, women and children in the Fatherland.

PREPARING IMPORT LINES.

THERE has been a great deal of commendable activity this year in the manner in which the importers are preparing their lines for the opening of the coming season. Just as true as the old saying "prevention is better than a cure," so preparedness is infinitely more desirable than to have the buyers find things in a chaotic state upon arrival. Another desirable feature of getting import lines ready early is the fact that there is ample time for additions, as well as for excluding merchandise which on the cold gray dawn of sober consideration, does not appear in as favorable a light as when first added to the line. Then, too, the salesmen have more time to familiarize themselves with the attractive features of the goods, and are in a better position to make their battery of selling points more effective.

There are many small matters in connection with presenting a new line of goods that the importers can attend to now just as well as later on when time will be pressing, and the best attention cannot be given these matters. The concern which has everything in preparedness is in a far better position to handle business, than the one that leaves the smaller details to the last minute, and wastes valuable time getting into shape, when they should have nothing to do but show the samples, and handle their customers.

PERSONAL.

TWO weeks ago a personal appeared in this column stating that W. G. Klein, buyer for Katz & Goldsmith, would be in the market for goods. Before the week was over he tells us that he received more than fifty letters besides numerous calls and was enabled to get all the goods he needed, and secured some excellent bargains. This is simply another indication that the CROCKERY AND GLASS JOURNAL, brings the buyer and seller together to their mutual benefit.

Daniel C. Ripley was in New York last week to attend a meeting of the National Association of Manufacturers. He left for Atlantic City to meet the glassmen on Monday.

G. R. Crocker, of Syracuse, N. Y., with Miss M. L. West, who is in charge of the art department were buying in New York last week. Mr. Crocker has built up a splendid business particularly in fine goods. He is ably assisted by Miss West, who has a good knowledge of the business and has exquisite taste.

P. W. Millelot, with Meakin & Ridgway, is spending his vacation in the Adirondacks. A. B. Evans is summering at Ocean Grove, N. J. Norman C. Walker is in Maine.

E. L. Von Buskirk, manager of sales at Morimura Bros., is spending his vacation on the New England coast. He will be home next week.

John V. Storck, salesman for B. Gunthel, joins the vacationists Friday for two weeks.

Jos. M. Casgrove, Henry R. Shirley, and Wm. E. Nye, of the Maddock & Miller traveling staff, left last week for short trips through their respective territories.

The estate of C. A. Coutant, who died several weeks ago, is being contested by his son and daughter

by his first wife. Mr. Coutant was one of the most prominent department store managers in the country, having been with the McCreery stores in Pittsburgh and New York, Vantine's New York, and the Wm D. Barr Dry Goods Co., St. Louis.



F. Myer, who greets every buyer that enters the big Bawo & Dotter establishment, returned Monday from a vacation in Massachusetts.



Manager M. A. Goldstein, of Louis Wolf & Co., is due back Monday, after a two weeks' vacation.



S. Tocci, the well known salesman in the china department of Louis Wolf & Co., returned last Monday after a two weeks' sojourn at Sea Cliff.



Victor Levoyer, with A. Gredelue, returned this week from France, where he spent a very enjoyable vacation.



William D. Dougherty, of the Consolidated Lamp and Glass Co., returned July 16th from a brief vacation.



Hugh C. Edmiston left the latter part of last week to spend his vacation in the Adirondacks.



Hugo H. Freudenfels, of the Art China Import Co., is becoming quite proficient in the art of china painting which he practices when the stress of business is not so pressing.



S. A. Keegan, of Cox & Lafferty, returned from Cayuga Lake this week after a restful vacation of two weeks.



Buyer Attridge, of Gimbel Brothers, has been observed on the firing line quite often this week.



W. W. McGee, of the Plume & Atwood Mfg. Co., prefers his home to spending a vacation in a summer hotel. He expects to stay there the entire summer and not leave town.



M. Berman, of Covington, Ky., was looking over lamps and china this week in the District.



Dennis Coates Tebutt, of the Crockery, Glass and Lamp Credit Association, East Liverpool, Ohio, has wedded Miss Helen Belle Windle, of Columbus, Ohio. Rev. H. H. Graves, of the First Universalist Church, officiating. The wedding trip will be a tour through the East. When the honeymoon is over they will

take up their residence in Chester, W. Va. Their home will be ready September 1st.



Hugh McAfee, president of the Consolidated Lamp and Glass Co., came up from Atlantic City where he has been attending the convention of the glass manufacturers and spent two or three days in New York. He went back so as to meet the glass workers on Friday.



C. A. Postley, of Leo. Schlesinger & Co., left for Chicago last Saturday. He will return by the first of August to take charge of the sample rooms at the Hotel Marlboro which have been engaged for that month.



Rob't Slimmon disembarked from the Cedric last Sunday, after completing his selections for new fall goods at his English factories.



John Davison returned from Europe to his handsome Barclay street headquarters Thursday of this week, and found that his trusty lieutenants had put the finishing touches on what is now one of the show places in the District.



J. Meredith Miller, son of John J. Miller, has become associated with Maddock & Miller. He is a bright young man of more than ordinarily pleasing address. He goes in to learn the business from the bottom up.



J. D. Dobbs, of the Bassett force, sailed from New York Tuesday and opened in Norfolk, Va., Thursday. He is on his regular fall trip through the South. R. B. Abel one of the office force, left last Saturday on his vacation.



Harry Todd, china buyer, and Mr. Nordland, housefurnishings and lamps, of L. S. Donaldson, Minneapolis, Minn., will be in the District next week. Their headquarters will be on Walker street.



John Yeager, secretary of the Central Glass Works was the guest of A. P. Doctor, the New York representative, on Thursday of this week, having attended the conference at Atlantic City Monday.



The John H. Miller Co., jobbers of Huntington, W. Va., will add two salesmen to their traveling force during the latter part of August. Although the summer season was at its height, the Miller Co., report a good volume of trade.



I. P. Cohen, agent for the Buffalo Cut Glass Co., completed a week's service as a juror last Friday and

is now holding forth in his newly decorated quarters at 76 Park place.



J. M. Stewart of Stewart & Crocker, left Wednesday night to spend a few days at the new Gibbs plant at Stroudsburg, Pa.



Geo. H. Service, who sells the Wedgewood lines has returned from a trip as far east as St. John, N. B.

CUT HIS THROAT.

CHARLES OPDYKE, about twenty-five years old, an employee of the Empire Cut Glass Co., of Flemington, N. J., committed suicide, Monday night by cutting his throat from ear to ear with a large penknife, presented to him by his grandfather years ago. He was unmarried.

POTTERY AT THE EXPOSITION.

IT has been finally decided that the American pottery industry will be represented in detail at the Ohio Valley Exposition which is to be held in Cincinnati August 29th and with this end in view, secretary-treasurer Charles C. Ashbaugh, of the United States Potters' Association, has addressed a letter to all pottery manufacturers in Ohio and the Ohio Valley who are members of the association.

Recently W. Edward Wells, of the Homer Laughlin offices went to Cincinnati to "look into" the advisability of having such an exhibit, and his report was such upon his return that it has been decided to have a large display.

The following letter just sent to the trade by Mr. Ashbaugh in his official capacity explains itself:

"Some of our manufacturers think that the main industries of East Liverpool should be represented at the Ohio Valley Exposition, to be held at Cincinnati, August 29th to September 24th commemorating the progress in the improvement of the Ohio river. In order to make a good showing it is desirable that as many firms participate as can conveniently do so, and to that end you are invited to make up a line of such articles as you may wish to show, either of commercial lines or otherwise, and have them packed by August 10th so that all may go forward in a single shipment.

"The exhibit of each firm should not be less than sufficient to fill a barrel. No one is limited, however, and the quantity may be increased at your own pleasure.

"The exposition charge is a very moderate one of \$1 per square foot of space, plus a nominal charge for care and attendance. This charge will be divided according to the space required for the exhibit of each firm.

"Kindly take this subject under consideration and advise me by 'phone or mail within a day or two whether you wish to be represented.

"The goods from East Liverpool will all be ex-

hibited in one group, but the products of each firm will be indicated by an appropriate card. The idea is more to advertise the industry in this city as a whole rather than the product of any particular firm."

Very truly yours

C. C. ASHBAUGH, SEC'Y-TREAS.

ACTION OF ACIDS ON GLASS.

EXPERIMENTS made with flasks of different kinds of lime or alkali glass proved that the lost weight resulting after heating with diluted acids to 100 for six hours was always the same with the same kind of glass, and was entirely independent of the strength of the acid or of its chemical compositions. Sulphuric, hydrochloric, nitric and acetic acids gave identical results. Only very strong acids had less effect than diluted ones, which again have less action than pure water. Similar results were obtained in working at temperature of 160 degrees and 190 degrees with pieces of glass tubing inclosed in sealed tubes. The influence of the degree of concentration was, however, more pronounced than in the previous experiments and was again in inverse ratio to the strength of the acid used. The dissolving actions of the acids is therefore governed by the amount of water contained in them. Bearing in mind that the action of water upon glass consists in the liberation from it of alkali, which again further increases its vulnerability to water, the passive part played by the acid may be readily understood. In the case of glass containing an unusually large amount of alkali, the action of the acid, however, is more pronounced than that of pure water, the decomposition being analogous to that of many natural silicates. Lead glass exhibits the same peculiarities as lime alkali glass, according to the proportion of lead contained in it. The nature of the base in combination with the silica likewise seems to influence the resisting capacity of the glass. Thus a zinc lime-soda glass (Jena thermometer glass 16 III) was more attacked by concentrated acid than lime-soda glass of equivalent composition. The action of pure sulphuric acid is less strong than that of boiling water, but at very elevated temperature its vapors produce a more marked effect.

Dry carbonic acid does not affect glass, hence the action of the atmosphere primarily depends on the aqueous vapor contained in it. The liability of a glass to suffer changes by atmospheric influences can therefore be ascertained by estimating colorimetrically the amount of alkali separated on treatment with water. Glass, especially when rich in alkali, is capable of absorbing water, which can only be completely expelled by heating to about 500 degrees C. The water combines chemically, forming hydrates, which represent the intermediate stage in the process of the decomposition of the glass by the action of water. An important part played by the alkali spilt off by water seems to consist in its facilitating the formation of such hydrates.—*National Glass Budget*.



AT BOSTON.

GOODS of the cheaper grades are having the call this summer, according to one department store buyer. Of course, the public is looking for "bargain" merchandise all the time, but the question now is not how "good" but how "cheap," and it is the cheaper stuff that is having the run at this particular store. Commenting on this status with another well known buyer, the latter made some very interesting remarks concerning the general trend of demand and how to meet and swerve it by a good dose of education, saying: "There is no doubt but that the public, if allowed to fall in its way, will buy cheaper and cheaper crockery and glassware. I have noticed this a great deal lately. The cheaper I sold good, the narrower the profits. I got disgusted with the outlook finally and put these goods in one corner of the store, and installed a lot of medium and good grade products, spent some money educating from the "quality" viewpoint, and the returns were extremely gratifying. Why! I even boosted the regular retail prices about twelve per cent. There is such a thing as filling the "popular" demand but I believe that department store buyers hold the lever for swaying it. Put the lever into the "cheap" notch, and you get cheapness; likewise quality, and you get profits, so what's the use of drifting on a raft when you can steam ahead at twenty knots?"

George W. Beals and William Swain are enjoying their semi-annual tour to New York and Philadelphia to look over the markets. Mr. Beals is well known as the Boston distributor of Goodwin & Kintz Co., makers of lamps.

D. F. McGee, crockery and glass buyer for W. F. Brown & Co., of Gloucester, was in our midst this week.

Eddie Hamblin, the genial buyer of cut glass for the R. H. White Co., is sojourning for two weeks, but "where" is a secret.

John J. Curry—everyone knows who John is and where he is—got in town safely from his New York, Pittsburgh and East Liverpool trip, and a bunch of

"good goods" are expected to follow. Mr. Curry certainly buys with great skill, judging from the bargains the writer sees in his department; that's accountable for the crowds there, too!

Who do you suppose came into town last week? None other than Paul M. Phillips, who was accompanied by his bride. They will reside in Boston hereafter. The bunch of congratulations that Mr. Phillips found on his desk attests his popularity with the trade.

Another glass buyer who was discovered wending his way through the Boston market was F. W. Fisher with F. E. Nelson Co., Manchester, N. H.

Harry B. Hollis has added a new line of cut glass—that of Louis Levien Cut Glass Co., New York, with which the outlook is promising. Mr. Hollis has just returned from a brief Maine business journey.

A recent buyer was D. B. McBeth, of E. S. Brown Co., Fall River, Mass., while a recent "seller" was Fred Luhman, of Eisenbach Bros. & Co., art publishers New York.

Shreve, Crump & Low's cut glass buyer, Mr. Toppan, was busy unpacking some special styles that give promise of swelling the sales' totals of his department this season. Mr. Toppan says trade is excellent considering the season.

Henry Siegel Co. are featuring preserving jars, jelly glasses and other preserving merchandise with good results. A summer cottage china special of a 120-piece dinner set at \$10 (worth \$17.50) is also going well. A 98 cent punch set, including a glass bowl, 6 punch cups and hooks, is also making a hit.

The Thomas Long Co. is building two additional stories on its building to be occupied by the wholesale department. This house makes a good display of cut glass but has done nothing with china since it discontinued the department for lack of room. It is probable that with the two extra floors a china line may be added, but Frank Davidson, of this company would not confirm it. C. W. Davidson, president, is touring Europe looking at new goods.

J. S. Dawes and J. F. Hinckley, who have been in the glass business for many years in Boston, are both spending the summer at Cousin's Island, Maine, where they are in the summer hotel and land business.

S. M. Averill, manager of the Jordan Marsh Co.'s lamp department, cites for a "good business" argument that every month this year has been ahead of last year. No wonder, for this house certainly has a

fine display of up to date lamps. Mr. Averill does not expect to go to Europe this year to buy goods, as has been his custom. Phil Sheridan, one of the retail boys, vacationates for two weeks at Fairhaven, Mass.

Thomas H. Piser, manager of the Wellsbach Company, is passing a few days in pleasure seeking at Boothbay Harbor, Maine. Mr. Tolger says there has been considerable activity in domes and gas portables. This house has a large array of lamps on exhibition.

USE OF LEAD IN GLASS MAKING.

THE use of lead as a glass making material, except in the production of artificial gems, is an English invention of the seventeenth century, and grew out of the use of mineral fuel in the glass houses of the country in the place of wood. This fuel required pots to protect the glass from impurities from the coal, which so reduced the amount of heat that reached the materials as to demand a better flux; and lead, which is a powerful flux, promoting the fusion of the materials at a low temperature, was substituted. The result was not only to permit the use of cheaper fuel, but the production of that most beautiful and brilliant of all glasses, the English flint.

Glass made with lead is more dense, has a greater power of refraction, and is less liable to breakage from sudden changes of temperature than either soda, potash, or lime glasses. It is soft and easily worked and scratched, but is of surpassing brilliancy, being only excelled by the diamond. The glass used for the manufacture of artificial gems is a lead glass, and it is to the employment of this material that they owe their brilliancy. It is very probable that the use of lead in a small way in the manufacture of these gems, which antedated its use in flint glass, suggested to the English glassmaker its use in the covered pots. Lead is also used in the manufacture of optical glasses. The history of its use for this purpose is exceedingly interesting, but cannot be repeated here.

Two forms of lead, both oxides, are used in the manufacture of glass—litharge, and protoxide (PbO) and minum or red lead (Pb_3O_4). Red lead is preferred to litharge both on account of its more minute subdivision and because the oxygen evolved by its decomposition at the high temperature of the pots combines with any organic matter that may be present, carrying it off, and also peroxidizes the iron that may be associated with the materials.

Red lead is prepared from refined lead by simple oxidation in a furnace of proper shape. Two forms are used. The oldest is of the ordinary egg-shaped cupellation furnace with cold blast, the flame producing the oxidation entering at one end and playing

over the molten lead in the line of the longer axis of the furnace, passing out at the other end. The red lead is produced in flakes, which are blown out of the furnace in a strong blast blowing in the direction of its shorter axis and across the flame, suitable channels being left in the furnace walls for the exit of the flakes on the side opposite to that from which the blast enters. This flake lead, as it is termed, which is a protoxide, is afterward heated in ovens to about 550 degrees F. and thus converted into minium.

In this process the red lead best adapted to glass making is not that from the flakes first or last produced from a given charge. The foreign metals are easily oxidizable; while those more difficult of oxidation, as copper and silver and bismuth, remain until the last. All of these oxides except the lead are coloring matter, and greatly impair the limpid clearness which is so desirable in the glass in the manufacture of which lead is used. The red lead from the flakes produced in the intermediate part of process is preferable for glass making. This cupellation process, with the subsequent heating, is the one chiefly used in England in the preparation of red lead.

In this country red lead is produced usually by one continuous process. A reverberatory furnace, with the oxidizing flame playing in from two sides, is used, the oxide remaining in the dish of the furnace until the entire charge is oxidized. All of the metals therefore remain in the red lead, and are diffused through the whole mass. Lead for the manufacture of commercial red lead, however, is first carefully refined, the silver, copper, antimony, bismuth, arsenic, and other foreign metals being removed, so that the total of impurities left in the oxide is exceedingly small. The red lead produced by this process is much better than that by cupellation.

Considerable red lead of the very best quality is produced in the United States from the "scraps" made in the process of corroding white lead. These scraps are the hard lumps of the imperfectly corroded white lead, and are simply put into a reverberatory furnace and oxidized. As the lead used for corroding must be quite pure, the red lead made from these scraps is also very pure. The lead furnished corrodors will analyze 99.99 per cent lead, and is guaranteed by certain refiners to contain less than 0.1 ounce of silver to a ton of lead. Indeed, silver in excess of this will destroy the whiteness of the paint, giving it a gray tinge. Practically no copper is left in corrodors' lead, while highly arsenical pig leads or base bullion are not used at all in the manufacture of lead for corrodors. The base bullions most used in making this grade of pig lead are those from Leadville, Colorado, New Mexico, Idaho, and portions of Montana and Utah.

It is reported that the Woolworth Syndicate is about to open a five-and ten-cent-store at Brattleboro, Mass.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Salesmen for the glass factories in this locality will be ready to take the road within the next fortnight.

There will be one new table line from the McKee factory at Jeannette, Pa., while the other manufacturers have confined themselves to the creation of new etched patterns and decoration for the cheaper lines. The time has past when the glass manufacturers have got out two or more lines of table ware within the year, but it appears this season that the old rule not to do this has been disregarded by probably one or two firms. This will, of course, give the buyers some spice for their stocks, and if the other manufacturers learn again that new lines are demanded twice a year, it is highly probable they will be compelled to give buyers what they want.

The news has been received here of the intended sale of the Empress Glass Co., at Grafton, W. Va., early in September. The sale has been ordered through the courts by the trustee of the mortgage, or deed of trust issued by the company December 22nd 1905. The plant is to be offered for sale at the court house at auction, and will go the highest bidder. Included in the sale will be all real estate chattles, machinery and franchises.

The demand, for premium glassware this year has been more extensive than ever, the lines of business now catering to good premiums being from newspaper circulation managers to flour jobbers and animal food manufacturers.

When the Tarentum Glass Co. brought out their new Verona table lines it was expected the line would "take," but the sales have gone beyond expectations. The Verona is a pattern that is being shown in both plain and crystal and since it was first brought out several new pieces have been added.

Frank Fenton, of the Fenton Art Glass Co., has been spending his vacation in Atlantic City. During his absence, the office and business is being attended to by his brother.

Cut glass salesmen who have been in the Dis-

trict showing new fall lines declare that the season is full of promise, judging by the feeling the buyers express.

Instead of heavy line cuttings that have been before the trade so long, the cutting shops are as a rule getting out floral patterns. First, the daisy was shown, now comes the clover and tiger lily cuttings, while another new pattern resembles a strawberry blossom.

Buyers of etched and stemware lines have been notified that new selling lists are operative, following a recent decision of manufacturers that all such lines in the past have been sold at such a price that little if any profit was being shown on sales. As a result of this notice orders are being received by the factories with a liberality on the part of buyers not anticipated. Fall buyers, so it is said, fear that the factories will not be able to make prompt shipments later in the season if orders are delayed now.



The Huntington Tumbler
Huntington, W. Va. Co., has had less ware in stock this year than ever.

The policy of shipping direct from the lehrs, cutting and etching shops as far as possible has been followed this year, and with success. Several new creations in light cuttings and etched ware are to be shown the fall trade, when salesmen start out next week. The plant resumed in full Monday, and with lots of business on the files. During the idle period, general repairs were made in all departments.



Wheeling and Vicinity. Had it not been for the "usual spring strike" of the boys employed by the Central Glass Co., some new records would have been made

in shipments this season. As it was the sales department is far ahead of the first six months of 1909. The line of new cut powder covered bowls for the gentle sex is a real novelty in the fall trade and it promises to be a heavy selling item.

The Haskins Glass Co., is showing something

entirely new in prismatic reflectors for electrics, and in a new density of opal glass. There are six sizes and twenty-eight shapes. In the cut globes for gas and electrics the company is about ready to show an entirely new creation in glass—a glass that has never been made heretofore—and which does away with the frosted effect. The creation, however, will not be ready for the trade until later in the season, as the first trials are now being made.



The Fenton Art Glass Co., Williamstown, W. Va. is arranging a new line of iridescent specialties which it will have ready for the fall trade at an early date. In addition former lines will be continued. This factory has not lost a day during the past four years for want or lack of orders. A new office building has been erected and is now occupied. It is built of concrete blocks to conform with the style of architecture of the factory.



Two new table lines, one from New Martinsville, pot and another from tank W. Va. glass will be shown by the New Martinsville Glass and Mfg. Co., in January and during the glass exhibit in Pittsburgh. The lines are now ready with the

possible exception of three or four pieces. One of these lines will have a partial Colonial effect. Their new library lamp, twenty inches high, which is now being shown, is a distinct novelty in the lamp trade. The chimney is in a panel effect with rock crystal treatment. The factory resumed July 20th.

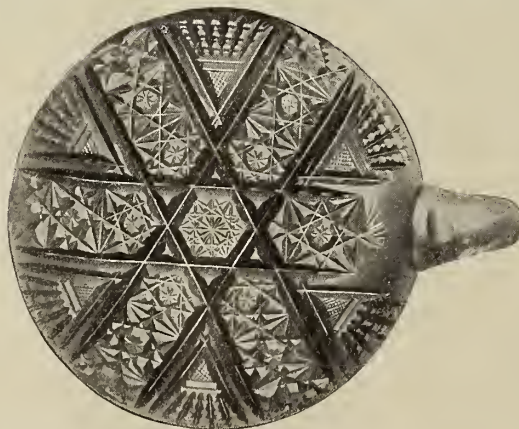


The misunderstanding by the Amesbury, Mass. employees of the Castle Lamp Co. of a notice posted in the factory regarding a re-adjustment of the wage scale, caused a strike to be declared on July 12th, in which the employees walked out. The men, on reading the rearranged scale of wages, got the impression somehow that it announced a reduction, when, in reality it actually increased the prices paid for some of the work. When the matter was explained to the men they reported for work the next day, and everything seems to be in good shape just now.



The Fostoria Glass Co., has started Moundsville, the last half of the year under most favorable circumstances. The table lines are moving nicely while the demand on the lamp lines was never greater than this season. Many repairs were made on the plant during the shut-down, and orders are such that no time will be lost during the remainder of the year.

CUT GLASS.



BELMONT, DEEP, 6-INCH HANDLED NAPPY.
One of our specials.

In addition to our regular line of high grade and popular-priced glass, which includes some of the best values in specials on the market, we are cutting a line of floral designs which on account of price and beauty, is bound to be one of the best sellers during the Fall and Holiday season. When your representative makes his next trip to New York we should like to be favored with a visit. Our factory is on the main line of the New York Central with a dozen fast trains to New York daily, so that a stop off at Syracuse need take but little time and we believe could be made interesting and of mutual benefit. Drop us a card advising us when we may expect you, or, to send samples of specials if a visit is not feasible.

IDEAL CUT GLASS CO.,

FACTORY, CANASTOTA, N. Y.

SYRACUSE, N. Y.

Among the Potteries

East and West

East Liverpool and Vicinity.

There is no denying the fact that the manufacturing potters of the West will have a greater volume of business during the last six months of this year than they anticipated a few months ago. While the plants have been inactive as a whole, during the past fortnight, the number of orders received were far heavier than was looked for in early July. This straw shows which way the trade winds are blowing. Starting this week all the potteries resumed operation, and as soon as there is sufficient work ahead in the glost and bisque warehouses other departments will resume.

* *

Anent volume of business received by the manufacturers during the late spell, it is given out that one of the smaller firms received three hundred and seventy-two good sized orders during the first week in July and to prove this the business was gone over in detail before the JOURNAL representative.

* *

Fred Kline who travels East for the Warner-Keffer China Co., is very optimistic concerning the outlook for the business. While at the home office he received some good mail business for the higher class dinner treatments he is showing which is the cause of his optimistic wear.

* *

The latest creation of the Taylor, Smith & Taylor Co., is a breakfast set of sixteen pieces, which Messrs. Lynch and Jackson will show on their trips East and West. The set is the creation of Mr. Lynch, and as the treatments are very dainty, the set will very likely prove popular. Clyde Davidson, secretary of the company, did not take his friends and "the firm" into his confidence, and when they received announcement cards of his wedding at Youngstown, O., July 16th, surprise was expressed. Mr. Davidson claimed Miss Marie Catherine Faulk as his bride. She had been spending a season at Cambridge Springs, Pa., and left there to meet Mr. Davidson. After the wedding they left for the East on a wedding trip.

* *

Sterling D. Carson, general manager of the decorating department of Laughlin China Co.'s plants, has returned from Detroit where he represented the

East Liverpool lodge of Elks at the National convention.

* *

Several new salesmen have left on the road for West End Pottery Co. A. E. Smith, formerly with the Vodery Pottery Co., will travel Illinois and Michigan, while W. T. Young, formerly with Kinney & Levan, Cleveland, will work the West, J. P. Curry will continue in the East and John C. Paull will cover his former territory in Ohio, Indiana and the West. This firm is showing fifty new dinner ware treatments both in border and floral and twenty-five new treatments on plaque and calender lines. The salad line this season is the largest yet shown.

* *

An additional kiln is being built at the plant of the Gem Clay Forming Co., at Sebring, O.

* *

Although George R. Ahrendts, general manager of the Consolidated Manufacturing Co., has been elected cashier of The First National Bank, of Chester, W. Va., the business of the company will be continued here. Lines of pottery, brass, glass and enameled ware are being handled.

* *

George Ashbaugh, president of the West End Pottery Co., has left for a trip west, going as far as Oregon. He has not been on the road for several years and the present journey is one wherein business and pleasure will be combined.

* *

F. D. McNulty, a brother of A. H. McNulty, of the Hollweg & Reese house, Indianapolis, Ind., has become associated with the H. R. Wyllie China Co., of Huntington, W. Va., and will travel in the Middle and Northwest.

* *

The annual meeting of the Colonial Co., potters, of this city was held July 18th and resulted in the election of the following officers: President, Thomas Robinson; vice-president, Joseph Barlow; secretary, Joseph Chetwynd and treasurer, Christopher Horton. The board of directors is composed of the above, and include, George W. Meredith, John McDonald and William H. Robinson. The board elected Edward J. Touhill as sales manager and at the same time

extended to him a vote of approval of his work for the past six months. The annual reports showed the company to be in a better condition financially than ever in the history of the organization.



That a new agency in the production of
Trenton. sanitary earthenware which will have a tendency to compete with the methods now in vogue, has made its advent is evidenced by the report of Vice-President Frank H. Hutchins, to the trade at the recent convention which was held at Atlantic City, in which he called attention to the casting process by which vitreous clay is now being cast in molds in some of the potteries here in competition with the more expensive form of "pressing" which is performed by hand. This process has been in use in Europe in recent years, where it was inspected recently by several Trenton manufacturers, with the result that at least one pottery in this city is now using the process to some extent and is having additions to the plant erected with the view of increasing their output in this line. Heretofore the clay used in this process was of an inferior quality, but recently vitreous clay has been used as the outcome of improvements in the process with result that the work, to the uninitiated appears to as great advantage as the more expensive process. The claim is made, however, that the work turned out is of an inferior grade when placed in competition with hand pressed ware.

* *

Among the important matters to be advanced by the National Brotherhood of Operative Potters, at the coming conference with the employers, is the card shop system, which is another term for the closed shop. It is not thought that there will be any very strenuous opposition to this, as the insurance feature which went into effect this month has practically accomplished the same end, with the result that the coffers of the local unions as well as the defense fund of the national body are receiving substantial weekly increases, as failure to pay, automatically cuts off benefits.

* *

Potteries throughout the city are again running full handed after the usual summer lay-off. There has been little interruption to the forces working, with the exception of the necessary repairs to the machinery and a general overhauling of the plants. As this is about completed the employees as well as employers are looking forward to a busy fall season.

* *

Samuel Walker, jr., one of the owners of the Keystone Pottery and the vice-president of the Potteries Selling Co., who has been suffering for some time past from a nervous breakdown, left Trenton July 16th for Philadelphia where he will undergo special treatment in a private sanitarium. It is expected that it

will be necessary for Mr. Walker to remain at the institution for several weeks. Mr. Walker's breakdown is attributed to too close application to business affairs. There are a number of enterprises in which he is interested aside from his pottery interests. In connection with his many business interests he also practiced his profession as a lawyer.

* *

John Miller, a painter, twenty-eight years of age, was severely injured by being struck on the head with a falling bucket while at work on the new Kelsey Memorial Art School building July 14th. He was removed to Mercer hospital for treatment. This is the third accident at the new Art School building within the past two weeks, but fortunately none have resulted fatally.



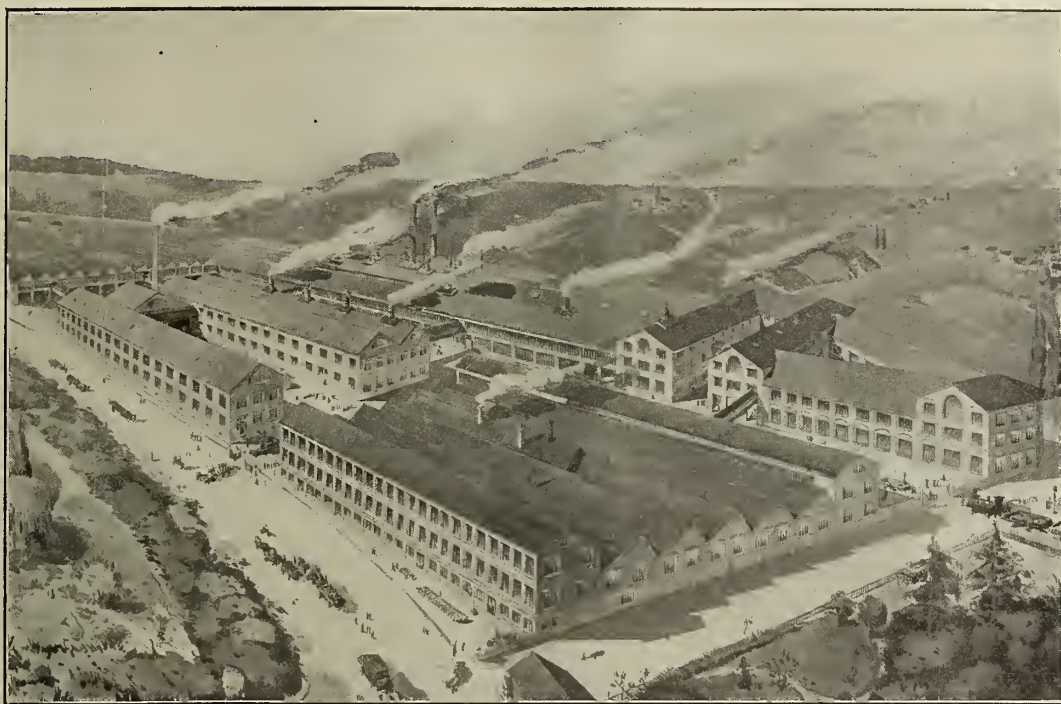
The Marietia Rustic Co., has
Williamstown, started business in a new one kiln
W. Va. plant here by Zanesville parties, who are manufacturing a new line of porch, fireplace and yard clay specialties. The firm started operations three weeks ago, and the pressing shop is working full.



Two new lines of art ware
Huntington, W. Va. are being shown for the first time by the H. R. Wyllie China Co., and are known as the "Sunset" and "Orchard" creations. These are to be had in hand-painted effects, and in several instances, the most elaborate decorations are to be found in the "Old Dutch" or "Holland" scenes. Twelve new treatments are also shown on their "Cleo" dinner shape, both in decals, borders and in a combination of color effects.



Imported china is being used by
New Martinsville, the American Gold Co., which
W. Va. is showing an exclusive silver and gold treatment in all of its 1,500 items. A new line consisting of 137 pieces in silver and gold treatment is just out, among the pieces being some new shapes of Lenox Beleck ware. J. S. Poulton, a former salesman for several East Liverpool potteries is now traveling through this State and the South with this line. H. B. Stites, of 253 Broadway, New York, is representing the line in New York, while the New England States has been given to the Consolidated Manufacturers Co., of Hartford, Conn., with H. S. Birch, located at 34 South Clark street, as representative. General Manager, G. G. Garrett left this week for a three months trip to the coast, going the northern route and returning by the southern road.



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,

25 Murray St., New York.

Grand Prix, Paris, 1900.

Hors Concours, Limoges, 1903.

Hors Concours, St. Louis, 1904.

Because of the increasing business the expansion of the factory is planned.



S. E. Bryson, for sometime a salesman for the Oliver China Co., of Wheeling and vicinity. Sebring, O., has been added to the sales force of the Warwick China Co., during the past fortnight. He opened in Chicago last week and is making the West. The Warwick plant resumed in full last week and although the manufacturing department was idle the decorating end was working steady. About twenty new treatments are out in the "Sterling" dinner shape for the fall buyers. Former president, Thomas Carr, of the company, and Mrs. Carr are now spending two months at Martha's Vineyard, Mass., "for a well earned vacation," says Mr. Carr, after being forty years in harness. W. W. Woodward continues in the East for the firm while George Heister is working in Ohio, Pennsylvania, and West Virginia.

BUSINESS BRIEFS.

The Laurel Cut Glass Co. of Jermyn, Pa. has resumed operations.

* *

Jacob Trimmer has opened a five- and ten-cent store at Shippensburg, Pa.

* *

The sprinkler fire system has just been installed at the Fort Pitt factory of the Pittsburgh Lamp, Brass and Glass Co.

* *

A state charter has been issued to the Crown Cut Glass Co., of Honesdale, Pa. The capital of the concern is given at \$5,000.

* *

J. M. Walters, P. A. Bowman, and W. M. Idal are the men behind the Abilene Mercantile Co., which opened "The Big Store," as Abilene, Kansas.

* *

The Moundville (W. Va.) factory of the Fostoria Glass Co. is undergoing alterations which include the enlargement and removal of their blacksmith shop.

* *

Daniel Frank, Morris Bergman and Max L. Rudner, all of Brooklyn, N. Y. have incorporated in Trenton, N. J. the South Trenton Pottery Co., with a capital of \$5,000.

* *

The Markel Hotel Co., of New York city, was incorporated to operate hotels. Capital \$50,000. Incorporators, L. Markel, H. J. Freeman, city, and L. C. Greenblatt, Brooklyn, N. Y.

* *

A coroners inquest has been ordered to investigate the death of the three employees of the Corning

(N. Y.) Glass Works, who were caught in a gas well and died from inhaling the poisonous fumes.

* *

The National Twenty-five-cent Department Stores Co., of New York city, was incorporated with capital of \$35,000. Incorporators; H. L. Bash, J. B. Shutton, New York city, and P. H. Moyer, Mt. Vernon, N. Y.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Experienced commission men in territory west of Mississippi river. THE TRENLE CHINA Co., East Liverpool, Ohio.

SALESMAN WANTED—By a concern manufacturing gas and electric portables, lamps and domes for southern and western territory. On commission basis as side line. Those calling on crockery and household furnishing trade preferred. Address ENTERPRISE LAMP MFG. Co., 391 Washington St., New York.

WANTED—For Ohio, Indiana and Michigan, an A 1 cut glass salesman. Must come well recommended. Address Box 724, this office.

WANTED IMMEDIATELY—Residential agents at the following points for one of the strongest lines of gas and electric portables and art glass shades Catalogued up-to-date. Samples furnished. Must know the trade and be able to give first-class references. Cincinnati, including Louisville; St. Louis, including Kansas City; Detroit, Toledo and Cleveland. Address BUSINESS, this office.

WANTED—A steady position is open to young, hustling salesman in retail china and glass department. Must understand duties of assistant buyer and fully capable of filling position higher up if occasion requires it. State what wages wanted. Address, with reference, HUSTLER, this office.

SITUATIONS WANTED.

A YOUNG man, with nineteen years' experience in the importing of French china and fancy Paris articles, is open for a position. Is thoroughly acquainted with office routine and specially familiar with Limoges china. For information and full particulars, address Mr. GEO. M. JAKES, this office

BUSINESS OPPORTUNITIES.

WANTED—MANUFACTURERS' AGENT TO HANDLE MODERN STAINED GLASS HANGING FIXTURES AND ELECTROLIERS IN BOSTON AND THE EAST. APPLY IN WRITING TO EDWARD O. COLES, GENERAL SALES AGENT, J. MORGAN & SONS, 61 EAST NINTH STREET, NEW YORK.

FOR SALE.

GLASS cutting factory, complete, now in full operation. Twenty-seven frames; cheap rent. Located in Brooklyn, N. Y. Owner has purchased a larger factory elsewhere. Address Box 725, this office.

FOR SALE—Wholesale crockery stock located in best distributing center of eastern Iowa. Young concern. Best of reasons for selling. Correspondence solicited. Address CLEMENT GRAHAM REALTY Co., Cedar Rapids, Iowa.



NEW YORK, JULY 28, 1910.

THE CONDITION OF BUSINESS.



It has been a quiet week in and around New York. the District, although there has been a fair number of buyers in town. New York is having another unusual heated term which may account for the lack of interest in buying for the moment. These people are here to buy and they all express themselves as confident that they will easily dispose of anything that they may purchase.

While the District has felt the dullness, domestic factories have been getting big trade. The season has opened well in the West, and it is many years since July has been such a profitable month, both in pottery and in glass. The factories are all working full again, the short summer shut-down having passed and it is now a question of getting out the goods.

In New York city the retail trade has been very quiet, but the very thing that made New York dull, gave a strong impetus to the summer trade at the beaches. The torrid weather has driven everybody who could spare the time and the money to seaside resorts, and somehow or other these people are always able to raise the price of souvenirs, with the consequence that the retailers who had anything that would pass as a souvenir have done a big business.

The travelers who have already started out are finding a fair business, when they are lucky enough to catch a buyer at home. Their reports to the home office are that judging from the sales they have made, there will be an active demand all through the fall.

It does not seem possible that it could be otherwise. General conditions throughout the country continue to be favorable, the wheat harvest, now in progress, is good for 450,000,000 bushels, while a trifle under last year's yield it made up the difference in a heavy grain free from rust and other bad qualities. The corn crops are suffering from drought, but if the needed rain comes soon the crop will be the largest in the history of the country.

As we have said before, that there is an element trying to discredit the country in some quarters, is shown by published reports of the condition of the national banks. The controller of currency at Washington last week made his report. It showed that while there was a falling off in loans and discounts for three months ending June 30th of \$1,934,007, there had been an increase in the aggregate for the year of \$394,275,670. Some of the daily papers ignored this last important feature and dilated on the first. The falling of \$2,000,000 on a gain of nearly \$4,000,000 is hardly a thing to feature. In the mean time the resources have increased largely.



Pittsburgh and Vicinity.

Heavy shipments so far in July, and a good volume of mail business marks the condition of trade in this district. Plants are pushed to capacity, and in some instances the working forces have been increased. Several new lines of

pressed, blown and stem ware are being shown and this will stimulate buying considerably. Buyers in many instances are anticipating their wants and others are asking for early shipment of orders that were scheduled to go out later in the year.



There is no complaint on the part of **Trenton.** manufacturers here about business. All are apparently well pleased with and happy over present conditions. All the plants, while not being rushed or crowded with orders, are comfortably busy, with prospects for a heavy fall trade being bright.



Business placed so far this month **East Liverpool and Vicinity.** with the pottery manufacturers indicates a rush of orders for fall delivery. The business on decorated ware is very good, so far for July shipments, and the orders specified for August shipment are said by some manufacturers to be larger than those for this month. Although there is a shortage of flat ware with some potteries, necessitating the holding up of some business, this will not continue very long.



Better business conditions **Morgantown, W. Va.** could not be wished for by glass manufacturers than those now prevailing. New lines are being brought out by all of the factories hereabouts, and these will go a long ways towards producing new business and brightening up the older lines.

OLD MARBLES NOT "MANUFACTURES."

AFTER the presentation of testimony the Board of United States General Appraisers July 26th reversed the action of Collector Loeb in assessing old marbles at the rate of fifty per cent under the provision in the tariff act of 1897 for "manufactures of marble." The board finds, however, that the marbles are original pieces typical of the style of sculpture produced during the Byzantine period, and therefore cannot be held to be "manufactures."

Instead, the decision, written by Judge Waite, holds that the marbles in question are without doubt the work of a professional sculptor of that period. Hence the duty is reduced by the board from fifty to fifteen per cent under the terms of the reciprocity treaty between this country and Italy. According to the decision, the marbles, under the circumstances, must not be regarded as "manufactures," but as "statuary."

Among the articles enumerated in the official papers in the case are one marble lion, a small marble mountain, two red marble lions, two white mar-

ble lions, one marble old column with Cupid, two marble old columns with lions, two marble old lions, one o'd stone Madonna, and a marble fragment of old head.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- D C Sullivan, t, Erie, Pa.
- W E Goodman, with M O'Neil & Co, hf, Akron, O. 2 Walker.
- C D Dorris, of Dorris-Heyman Furniture Co, c, Phoenix, Ariz. Park avenue.
- F A Monte, with G Fox & Co, hf, Hartford, Conn. 320 Church.
- W J Ludwig, with Smith & Murray, c, hf, t, Springfield, Mass. 55 White.
- S W Schumacher, with Foster & Cochran, c, hf, Lancaster, Pa. 817 Broadway.
- C W Young, of Blanchard, Young & Co, Providence, R I. Wellington.
- E M Beard, with Chandler & Co, hf, Boston, Mass. Imperial.
- H J Machle, with J H Hibben Dry Goods Co, t, Cincinnati, O. 377 Broadway.
- H A Eiband, of Carbade, Eiband & Co, Galveston, Tex. 100 Fifth avenue.
- J P Moreland, with D R Dunlap Mercantile Co, Mobile, Ala. 192 West Broadway.
- J W Kelly, with Gilchrist Co, c, Boston, Mass. 57 White.
- Mr Lynde, c, Boston, Mass.
- R G Paull, c, Buffalo, N Y.
- J J Snarr, with Spokane Dry Goods Co, l, Spokane, Wash. Seville.
- Miss Mann, c, and Miss Cleary, g, with Marshall, Field Co, Chicago, Ill.
- Mr Feagans, of Brock & Feagans, Los Angeles, Cal.
- R J Calm and H Einsenberg, Reading, Pa.; A J Kline, Harrisburg, Pa.; C G Miller, hf, and H M Phillips, hf, c, Pottsville, Pa, with Dives, Pomeroy & Stewart, hf, 4 Walker street.
- F W Gremmels, J R Irwin, c, g, and J E Dunbar, hf, with Emery, Bird, Thayer Dry Goods Co, Kansas City, Mo. 396 Broadway.
- A Jasman with Meier & Frank Co., hf, c, Portland, Ore. 31 Union Sq.
- Henry Heller, with T A Chapman Co, t, Milwaukee, Wis. Hoffman.
- W P Briggs, with Sibley, Linsay & Curr Co, c, l, Rochester, N Y. 454 Broome.
- A R Willauer, with W Laubach & Sons, hf, Easton, Pa. 41 Union Sq.
- A D Wilhelm, with H A Meldrum Co, hf, t, c, Buffalo, N Y. 41 Union Sq.
- J Goldstein, l, Long Branch, N J.
- Mr Stanton, with Gimbel Bros, Milwaukee, Wis. 821 Broadway.
- H J Todd, with L S Donaldson Co, c, Minneapolis, Minn. 2 Walker.
- A H Schwartz, l, Richmond, Va.
- Keith & Post Co, Manchester, Conn.
- Mr Sinclair, with Warwick Bros & Rutler, Toronto, Can.
- E J Guernsey, with Marshall, Field Co, j, Chicago.

The New York Crockery and Glass District.

Thos. W. Hamilton is showing a line of lamps and portables at 47 Barclay street that ought to command the attention of buyers. There is the greatest possible diversity in the designs; so much so, that a buyer could take the whole line and have a lamp department, as there are more than one hundred different patterns. A great feature with this line is that the shades are interchangeable. No matter what the shape or price the shades will fit any standard perfectly. The prices are moderate.

The increasing popularity of the monogram and crest idea in dinner sets has caused the Art China Import Co. to pay special attention to this end of its business. The company is showing on the well known "Palatin" china many exceedingly attractive patterns in white and coin gold decorations, with initials and crests on the borders. These dinner sets are recommended for dealers who will exhibit a set in their windows, with a placard giving the price. The dealer receives a very fair margin, and as the fad is in full swing just now, they ought to do very well. Prices, as well as a catalogue of the Art China Import Co.'s entire line will be mailed on application to Hugo H. Freudenfels, manager.

Cox & Lafferty have received the new samples of the La Rochelle pattern in pressed glassware from the Imperial Glass Co. Buyers should see this line at their earliest opportunity. It is bound to prove a big money maker for them. The Imperial Glass Co. has excelled all previous efforts in producing this line. The Seneca Glass Co., is showing a new cut stemware line that is a winner, and it ought to be very popular this fall.

The time will shortly be with us when the cut glass manufacturers restock their storerooms with blanks for the coming seasons' use. The line of blanks on display at A. Gredelue's, made from the well known "Bacarrat" glassware should be viewed by every manufacturer who desires strictly up to date material. The full line includes, cruets, cologne bot-

ties, and a multitude of gracefully shaped decanters and other specialties.

Fondeville & Van Iderstine have some import samples to close out. They embrace fancy and staple goods in both English and French earthenware. As they need room for new goods they offer inducements to buyers.

Maddock & Miller are showing a number of new shapes and patterns in French China which Justin Tharaud brought back with him last week. One of these is a new stock dinnerware shape which has been christened "Louise." It is a plain elliptic shape, with excellent lines, and carries a conventional floral border band with handles and knobs of coin gold. These samples, however, are only the forerunners of a big consignment of new goods which is scheduled to arrive in September, and which will place the firm's French china line among the leaders.

Geo. Borgfeldt & Co., have for a number of years been large handlers of domestic goods in addition to their enormous import lines. Since taking possession of their new building in Sixteenth street they have extended their domestic branch materially and are to-day carrying samples of strictly home-made products which, were they shown by themselves in a separate building would be considered a large stock. In handling domestic products they aim as far as possible to have exclusive designs and patterns but this does not deter them from showing the popular lines even if they do not control them. On the fifth floor they display samples of American earthenware dinner sets and fancy short lines, many of them decorated with decals, which they import and absolutely control. They show lines of berry sets, jugs, calendar plaques, souvenir goods, five- and ten-cent novelties, and, in fact, everything that is made by the American potteries. They have large lines of white American china for decorating and show some very handsome samples of this line in white and gold as well as in color. They have a decoration in a gray monotone

with a light blue stripe on the edge, the scene representing the courtship of Miles Standish, a very artistic production. Their line of jardiniaers is complete ranging from the regular pieces up to some artistic creations. On the second floor they are showing a full line of cut glass. In this department are some very elegant electric portables. Some of them with domes and showers; others with the regular two, three, four, and five light effects, together with candelabra, some of which are silver mounted. They have a full line of blown table, stem, and bar ware, cut, etched or engraved, or combinations of all three. They have a large line of iridescent ware, the ordinary pressed ware for table use, jugs, and so forth, and pressed shades and globes both for gas and electric lighting. On the ninth floor they show large lines of electroliers, portables, bronze figures and groups made also by the domestic manufacturers. A visitor to the enormous establishment can see American and European goods all under the one roof.

Doctor & Solomon have just received a number of new samples of belleek china with a silver inlaid decoration from the New Jersey China Pottery Co. The line embraces many fancy pieces, novelties, tea sets, etc., and the work is so well done and attractive that it will undoubtedly meet with considerable success. Several new decorations on hotel ware, consisting of neat bands and lines with crests and monograms have been received from the same factory.

The first consignment of the new import goods of Meakin & Ridgway is due next week, and from Mr. Ridgway's advices, the assortment will contain much to delight the buyer when he makes his visit. Quality has always been a strong feature about this line, and it goes without saying that no deviation has been permitted from the standard hitherto maintained.

Endemann & Churchill have enlarged their office and have given the wareroom a coat of paint. It is a great improvement to the establishment.

The employes of Koscherak Bros. are scheduled to beat the employes of the California Perfume Co. at baseball in Prospect Park next Saturday afternoon. Abe Klayf, as captain, is held responsible for what the Koscherak team does.

The majority of pressed glassware has always been considered cheap by the stores catering to a better class of trade, due to the careless make and in-different designs. In the "Roseby" line, however, the prismatic effect gives the brilliant color of the genuine cut glass. The Fostoria Glass Co. has had a very large run of business on the "Roseby" line, and

preparations have been made to handle a bigger business than ever on this popular line.

The Geo. H. Bowman Co. has just received a new line of French wicker hampers, animal baskets, etc., embracing a variety of sizes and shapes.

From advices received at the New York office of the Consolidated Lamp and Glass Co., the recent fire at the Corapolis factory which was reported to have done considerable damage, will not cause any material delay in the delivery of orders. The fire took place Sunday evening and on Monday morning a large staff of men were working and rushing things in great shape, recuperating the stock goods damaged when the warehouse went up in smoke. Business has been very good with the concern lately; orders have been coming in daily, and the buyers are commencing to report "present" in the New York show-room. Many new individual styles in lighting glass-ware and lamps are on view, and manager Dougherty is extremely busy attending to the local end of the business.

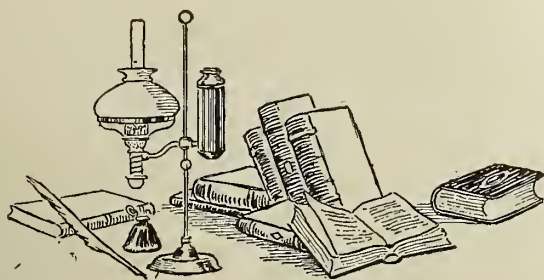
LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g July 9, '10	Correspond- ing period 1909	Exports Jan. 1 to July 9, '10	Correspond ing period 1909
Boston	80	109	4295	3877
New York	75	119	4116	2972
Baltimore .....	...	208	7913	8981
Philadelphia ..	86	25	3452	2741
New Orleans	179	17	1268	1601
Newport News ..	...	...	155	751
San Francisco ..	....	....	....	151
Portland (Me.) ..	....	....	1029	1871
Galveston ....	..	76	669	773
Portland (Or.) ..	....	....	....	95
Inland Points ..	20	....	1365	612
Total	440	554	23262	24442

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g July 9, '10	Correspond- ing period 1909	Exports Jan 1 to July 9, '10	Correspond ing period 1909
New York	75	117	3948	4514
Boston	49	111	3906	3617
Philadelphia	86	84	2953	3015
Baltimore .....	...	208	7966	9648
San Francisco ..	....	...	....	151
New Orleans	179	17	943	1549
Portland (Me.) ..	....	....	591	1943
Galveston ....	....	76	1230	756
Newport News ..	....	....	55	751
Portland (Or.) ..	....	....	30	55
Inland Points ..	20	....	1116	797
Total..	409	613	22738	26841



AT BOSTON.

EVERYONE is talking hot weather this week so here's a laugh clipped from a local paper under the heading of "heard in the department stores." It is certainly "one" on the correspondence office, the following being a sentence that appeared in a letter sent to a courteous customer:

"Mr. R.—of our china department is holding the dish recently ordered by you and awaits your instructions as to its disposition."

Then came this reply from the customer:

"Tell Mr. R.—to put the dish down. He must be tired now. I will be in to see him shortly."

George Henderson, controlling the Dorchester Pottery Works, was in quite an optimistic frame of mind when interviewed this week. He says they have been booking orders right along for immediate and future deliveries and that the condition of business with his house is way beyond seasonable. They operate the only stoneware plant in New England, manufacturing quite an extensive line of butter pots, jars, jugs, dip baskets, flower pots, chemical ware, fine glazed brown, white and yellow ware, etc.

Jones, McDuffee & Stratton Co. are making an elaborate display of seasonable goods on their main floor, including bedroom water sets, salad bowls, mayonnaise bowls, cucumber bowls. In fact, there is considerable activity through all departments, especially in the glass and dinnerware lines.

A. E. Haskell, order trapper in Boston for the Federal Glass Co., expects to adjourn to Lake Sunapee, N. H., for the next ten days bent entirely on pleasure. In addition to a brilliant handling of the Federal Glass Co.'s products, he represents the Star Glass Co., Union Stopper Co., New Martinsville Glass Co., Crooksville Potteries and the Zanesville Art Pottery Co.

One of the very few cut glass factories in Boston is the establishment of John J. Shea & Sons, who are just over the West Boston Bridge. John J. Shea, in a recent talk with the JOURNAL correspondent, remarked that their output is sold all over the eastern sections of the country, and owing to their constantly increasing business taking their normal factory growth, they did not attempt other markets. Shea

& Sons also maintain a retail department adjoining their works.

The three chieftains leave Boston August 1st for their usual round-up of orders, traveling together this year as usual. They are George A. Granville, representing A. H. Heisey & Co. and the Dugan Glass Co., Paul M. Phillips with a fine line of S. A. Weller's jardinières, vases and art ware, and Edward E. Wilgus of the Buffalo Pottery Co. Beginning in Connecticut, they expect to cover that State, Rhode Island, Massachusetts and northern New England.

Through the bursting of one of the pipes of their air cooling plant in the basement spreading the fumes of ammonia about, it is learned that a number of employees of the Henry Siegel Co. had narrow escapes last week. About fifteen people were more or less overcome, some being dragged out with difficulty to their rescuers. Two girls were discovered lying on the counter with blankets over their heads and were brought out in the nick of time. Harry Hollender, crockery and glass buyer, is at Pemberton Beach, on his vacation.

W. E. Noyes, crockery and glass buyer for the R. E. McWhirr Co., Fall River, is enjoying himself at Revere Beach, and incidentally taking in ball games, being a hard rooster for the Red Sox.

Although he did not expect to go, S. M. Averill, lamp buyer for Jordan Marsh Co. was called suddenly to Europe last week. Eben D. Jordan, of this house, is abroad and it is understood that the reason for Mr. Averill's sudden departure was that they might look over the European novelties together. Miss Ella Sheean is in temporary charge of the department.

The Pittsburgh Lamp, Brass and Glass Co.'s order magnet, J. J. Dunn, of the Boston headquarters, went away to-day for a month's jaunt through the New England trade. His itinerary begins with Western Massachusetts, thence Vermont, New Hampshire and Maine.

Charles Martin, of the Roseville Pottery Co., or vice versa as Mr. Martin says, got back safely from Nova Scotia sometime ago and is on a still order hunt in Boston.

D. J. Mahoney, with Henry T. Edwards, Boston pilot for the Fostoria Glass Co., left Monday for Maine on a business expedition.

Half a dozen of the wholesale boys and one lone buyer took a steamboat joy ride the other afternoon and evening, going to Bass Point and having a big fish dinner. On arriving, the afternoon was spent in various beach amusement stunts, thence the big cats, a stroll along the rocks and a moonlight sail home.

Quite a happy time, but for names it was a secret affair, perhaps so there won't be any "big sticks" from the boss!

Here are four "glasslets." John W. Power, the Buffalo Cut Glass man, leaves the first of the month for a journey through Connecticut and Massachusetts. By the way, Mr. Power has remodeled his exhibition rooms so they look like a Public Garden.

Both the Tajimi Co.'s envoys, W. M. Pingree and M. A. Fuller, leave this week to cover the New England trade with their excellent samples of Japanese goods.

POTTERY KILN MAN SUES.

JOHN M. MALEY has instituted suit for \$15,000 against the National China Co., for injuries sustained while carrying on his work. Maley was in the employ of the concern for several years, his duty being to place and fire the decorating kilns. The ware when it was ready to be fired was conveyed to the first floor where the kilns were located. On October 28th, the elevator in which Maley was carrying some ware to the kilns broke, due it is claimed to a defective steel cable. Maley sustained serious injuries, and is now looking for a judgment.

RECENT FIRES.

ALTHOUGH the packing and shipping departments of the Consolidated Lamp and Glass Co., were destroyed by fire July 24th, the manufacturing and cutting departments went to work on the usual Monday turns. Sparks from a passing engine on the Pittsburgh and Lake Erie Railroad is said to have started the fire, which was discovered by Charles Tilo, a watchman. An alarm was immediately turned in. The wind was blowing strong up the Ohio river and this had much to do with carrying the flames away from the buildings to the west. So intense was the heat from the fire that the rails of the railroad were twisted and bent, holding up all through traffic. President H. McAfee, in speaking of the fire to the representative of this journal Monday, said: "It was fortunate indeed that our manufacturing department was not touched by the fire. We are working in that department as if nothing had happened. There was a considerable amount of goods ready for shipment in the shipping and packing rooms, and of course these are destroyed. Our loss at this hour is estimated at about from \$50,000 to \$60,000 but it may be more or less. We have not gone into real details yet. While shipments will be held up for

a brief season, I can assure you that we will use all haste to get our old orders out first and then turn our attention to the business that is now coming in. Just as soon as the insurance is adjusted we will rebuild, and we hope for that part of the work to be completed this week."

The three-kiln plant of the Anderson Electric Porcelain works, at East Liverpool, O., the third plant east of the Smith Phillips China Co.'s factory burned to the ground July 24th, loss placed at \$30,000 and insurance at \$20,000. The valves into the kilns from the gas mains had been opened to let all the gas from a low pressure to enter, and suddenly a heavy pressure came on which filled the kilns with flames and set fire to the building.

AT PITTSBURGH.

GERALD BRYCE, of Bryce Bros. factory, Mt. Pleasant, spent several days in the District last week, but he did not maintain a display at the Ft. Pitt Hotel. He reports trade at the Mt. Pleasant plant the largest ever known.

Arrangements are now being made for the opening of the new Reizenstein store at 957-959 Liberty avenue, which will take the place of the one maintained for so many years on Federal street, Northside. The Sixth avenue store will, however, continue to be the headquarters of this well known firm.

W. F. Ellison was at the Ft. Pitt Hotel showing the lines of the Cook Pottery Co., and of the plants at Kittanning and Ford City, Pa. He is working his way West.

LOWER DUTY ON LIGHT SHADES.

THE board of United States general appraisers sustained the contention of Thomas Meadows & Co. that steel light shades enameled with vitreous glass were wrongly assessed at forty-five per cent under paragraph 199 of the tariff of 1909. The importers alleged that the duty should be forty per cent under paragraph 158, which provides for table, kitchen and hospital utensils, or other similar hollow ware. General Appraiser Fischer says that it is not clear to the board why paragraph 158 should be applicable only to table, kitchen and hospital utensils; that some effect must be given to the words "or similar hollow ware" and this cannot be done if the paragraph is to be limited in the manner indicated in the report of the local appraiser.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
July 26, 1910.

ANTWERP

272	packages glassware.....	B Gunthel
8	" ".....	Graham & Zenger
25	" ".....	Fensterer & Ruhe
40	" ".....	Strobel & Wilken Co
213	" ".....	Miscellaneous Orders
131	" chinaware.....	Theodore Haviland & Co
14	" ".....	Vogt & Dose
28	" earthenware.....	Bawo & Dotter
9	" ".....	E R Thieler
81	" ".....	Koscherak Bros
47	" ".....	L D Bloch & Co
19	" ".....	G F Bassett & Co
151	" ".....	Geo Borgfeldt & Co
5	" ".....	C J Dierckx
21	" ".....	Strobel & Wilken Co
12	" ".....	Miscellaneous Orders
41	" toys.....	B Illfelder
234	" ".....	L H Mace & Co
21	" ".....	F A O Schwartz
44	" ".....	C B Rouss
18	" ".....	Bawo & Dotter
45	" ".....	L Straus & Sons
53	" ".....	Strobel & Wilken Co
162	" ".....	Miscellaneous Orders

BORDEAUX

59	packages chinaware.....	Wm Guerin & Co
514	" ".....	Haviland & Co
22	" ".....	J Pouyat Co
71	" ".....	Miscellaneous Orders

LIVERPOOL

6	packages earthenware.....	The Rowland & Marsellus Co
18	" ".....	Meakin & Ridgway
5	" ".....	H C Edmiston
8	" ".....	Ed Butler
5	" ".....	Fondeville & Van Iderstine
16	" ".....	E Boote
2	" ".....	W S Pitcairn
16	" ".....	G F Bassett & Co
36	" ".....	Geo Borgfeldt & Co
10	" ".....	R Slimmon & Co
31	" ".....	Maddock & Miller
14	" ".....	L Straus & Sons
6	" ".....	Strobel & Wilken Co
68	" ".....	Miscellaneous Orders
14	" toys.....	Strobel & Wilken Co

HAVRE

9	packages earthenware.....	W S Pitcairn
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BREMEN

2	packages glassware.....	L Straus & Sons
8	" ".....	Samstag & Hilder Bros
12	" ".....	A Steinhardt & Bro
92	" ".....	Strobel & Wilken Co
800	" ".....	Miscellaneous Orders
22	" earthenware.....	L Straus & Sons
15	" ".....	Froeber & Vollrath
1	" ".....	Bawo & Dotter
67	" ".....	Geo Borgfeldt & Co
7	" ".....	F Euler & Co
52	" ".....	H Kupper
64	" ".....	L H Mace & Co
40	" ".....	C B Rouss
81	" ".....	Strobel & Wilken Co
115	" ".....	Miscellaneous Orders
35	" toys.....	Geo Borgfeldt & Co
15	" ".....	Bawo & Dotter
49	" ".....	L H Mace & Co
28	" ".....	F A O Schwartz
885	" ".....	Strobel & Wilken Co
16	" ".....	Miscellaneous Order

HAMBURG

12	packages glassware.....	Fensterer & Ruhe
10	" ".....	Knauth, Nachod & Kuhne
79	" ".....	Eimer & Amend
138	" ".....	L Straus & Sons
10	" ".....	Lazarus & Rosenfeld
4	" ".....	Koscherak Bros
8	" ".....	W R Noe & Sons
61	" ".....	Strobel & Wilken Co
246	" ".....	Miscellaneous Orders
39	" earthenware.....	Strobel & Wilken Co
4	" ".....	N Wapler
5	" ".....	J Wygand & Co
39	" ".....	Samstag & Hilder Bros
20	" ".....	O Goetz
80	" ".....	Miscellaneous Orders
12	" chinaware.....	Bawo & Dotter
31	" ".....	F Bing & Co
61	" toys.....	F A O Schwartz
11	" ".....	L Straus & Sons
81	" ".....	B Illfelder & Co
187	" ".....	Strobel & Wilken Co
293	" ".....	Miscellaneous Orders
5	" harmonicas.....	Strobel & Wilken Co

SOUTHAMPTON

6	" ".....	Ceramic Importing Co
6	" ".....	Lazarus & Rosenfeld
2	" ".....	Miscellaneous Orders

LONDON

27	packages toys.....	Strobel & Wilken Co
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ROTTERDAM

293	packages earthenware.....	Geo Borgfeldt & Co
16	" ".....	Lazarus & Rosenfeld
93	" toys.....	B Illfelder & Co
50	" ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

20	packages earthenware.....	Jones, McDuffee & Stratton Co
43	" ".....	Mitchell Woodbury & Co
1	" ".....	Stone & Downer Co
18	" ".....	Rowland & Marsellus Co
42	" ".....	American Express Co
5	" ".....	Richard Briggs Co
4	" ".....	E Butler
40	" ".....	F H Griffin
1	" ".....	Miscellaneous Orders

ROTTERDAM

39	packages earthenware.....	Geo Borgfeldt & Co
12	" ".....	R F Downing & Co

JAPAN'S GLASS WORKS.

THE Asahi glass factory at Amagasaki, Settsu Province, conducted under the direction of the Mitsu Bishi Company, is now turning out glass in large quantities. Last year the factory engaged from Belgium an expert and six workmen with the object of manufacturing glass according to Belgian methods. The Japanese workmen in the factory have now acquired the practical knowledge of making glass of various descriptions, and it is stated that the factory is now meeting the growing demand on the domestic market. T. Iwasaki, president of the factory, contemplates exporting the output of the factory to China and other Asiatic countries.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 28, 1910.

WHY NOT CONSOLIDATE.

AT the recent meeting of the glass manufacturers, at Atlantic City, many of the same questions came up for debate that were talked over by the potters the week previous at their meeting. There is a wide difference in many matters between the potters and the glass men, yet they sell almost exactly to the same trade. There is a difference in terms of payment, discounts, etc., which if they were alike would be of material advantage. Strange as it may seem the potters scarcely know the glass men. Even the travelers do not know much of each other and there are so many points, where there is a community of interest that if they work together they could be of mutual assistance to each other.

Each branch has an organization, each organizations has several separate organizations. It would be a good idea if a new association could be formed to bring the pottery and glass interests into closer relation; or a committee from each of the principal associations could meet and discuss matters where the two are vitally interested. Going a step further, there is a common ground upon which the importers and manufacturers could meet. The Crockery Board of Trade, of New York, already has members from both the foreign and domestic branches, but they are restricted. A new organization can be formed to take up questions that interest all parties. If the president of the Crockery Board of Trade, who is a lamp man, the president of the Potters' Association

and the president of the American Flint and Lime Glass Manufacturers would meet, they might devise ways and means whereby such matters as terms, discounts, freights and other things, which are common to all, could be uniformly regulated. A general meeting might then be called, when if nothing else was done they could become acquainted with one another. It is certainly worth considering.

PERSONAL.

AMONG those present at the annual meeting of the glass manufacturers at Atlantic City last week was Geo. F. Wehr, of the Phoenix Glass Co. Mr. Wehr has a Maxwell touring car which he drives over the hills and the dales of Western Pennsylvania. A little luncheon was given him by some of his friends while at the beach, and he was toasted as follows:

Here's to George who speeds his car,
Safely o'er hill and vale afar,
And never busts a tire.

May his present life be free of strife,
And his next be free from fire!



P. H. Geoghegan, who for many years has represented Geo. F. Bassett & Co., in Chicago, has tendered his resignation which has been accepted. He leaves August 10th.



A postal card from W. A. Crocker, of Stewart & Crocker, dated Berlin, July 15th says that he will be home about the middle of August.



Robert D. Goodwin, of the Memphis Queensware Co., passed through New York last week on his way to Maine, where he is to spend a little time in rest and recreation. Although he was here for two or three days he did no buying.



A. H. Burton, with Maddock & Miller, was in New York last week getting up his samples for the fall trip. He is enthusiastic over the new goods.



Benjamin H. Lebensom of 149 Forsyth street, New York, for many years a salesman in the trade, is now jobbing imported goods and domestic glassware. He has about finished placing orders and is now looking for a desirable loft downtown.



Three of Bassett's road ambassadors returned from their summer vacations this week and after packing trunks with the new samples watched little

old New York sink below the horizon. O. L. Sutherland is headed for the Pacific coast. F. O. Shattuck came in from Lake Champlain and is off for the Eastern States. R. B. Parks came in from the cotton belt and is now headed for the Southwest.



George Bryson was appointed night manager of the Fostoria Glass Co.'s plant at Wheeling, to succeed Otto Kerns whose health is in such a condition that he is forced to take a long rest.



C. H. Phillips, city salesman for Cox & Lafferty, returned last Monday from two weeks' vacation divided between Canada and Long Island.



G. S. Jenkins, who discourses at length on the merits of Guerin china whether on or off the road migrates to the Catskills Friday for two weeks of recreation.



C. L. Dwenger arrived home from a European trip on Tuesday. He was a passenger on the Kaiser Wilhelm II. Mrs. Dwenger accompanied him.



J. Goldstein, of Long Branch, N. J., is looking over the local lamp people for the benefit of his cousin, who is shortly to engage in the retail lamp business in that place.



A. Burne, of C. B. & J. Warner, New York agents of Turner & Seymour, left on an order-taking trip Tuesday. A. Zagrophos, who attends to the hammered brass end of the line, left Wednesday for the same purpose. Both are expected to be out about six months.



W. P. Briggs, of the Sibley, Lindsay & Curr Co., of Rochester, N. Y., is in town, selecting china, glassware and bric-a-brac.



C. R. Lynde, formerly with the Richard Briggs Co., of Boston, was in New York on July 25th buying for his own new store which he has established on Boylston street of that city.



B. F. Drakenfeld returned from a somewhat extended tour of the chemical manufacturing districts of Europe last week and has gone to the Catskill mountains for a few days.



William J. Dougherty, manager of the New York office of the Consolidated Lamp & Glass Co. is in receipt of the numerous post cards from the salesmen who have started out last week from Coraopolis. Al-

though the cards do not go into detail to any extent, the inscriptions are all hopeful and optimistic.



H. S. Mirrieless, with the Manning Bowman Co., left July 23rd for St. James' Park, Long Island, on his vacation.



H. W. Kunemund, Stapleton, N. Y., who contemplates retiring after thirty eight years in business was a District visitor last week.



F. W. Sinclair, inside salesman for the Dinnerware House of America, leaves next Monday for two weeks at Elberon on the Jersey coast. Wm. J. Hague, alias Doc, Mr. Sinclair's inside team-mate returned from his summer outing last Monday.



E. John Ridgway, of Meakin & Ridgway, is due in New York on the Caronia which arrives on Saturday.



The Misses Munn and Cleary, of the Marshall Field staff, were looking around the District last week, placing orders for crockery.



Victor Levoyer, of A. Gredelue, is getting his line of Baccarat blanks into shape, preparatory to an assault upon the cut glass manufacturers in New York and adjoining territory.



Hugo H. Freudenfels joins the ranks of the summer commuters on Saturday when he takes up his residence at the Hotel Belvidere at Far Rockaway.



H. J. Machle, who looks after the toy-interests of J. H. Hibben Dry Goods Co., was a visitor to the District this week.



Leo. Loeb, of Loveman, Joseph & Loeb, Birmingham, Ala., arrived last week in New York from Europe on the Kronprinz Wilhelm after a trip of buying abroad.



Fred Reimer, who has been with Chas. L. Dwenger many years sails on the Kaiser William II next week on his maiden trip to the European factories. The trip will be primarily an experience one so that Mr. Reimer can relieve his veteran employer in the years to come.



Frank S. Warren will be in charge of the Royal Worcester Porcelain line of Maddock & Miller in room 57, Crockery Exchange Building. Jos. M. Cos-

grove will cover the southern territory of Mr. Warren. J. Meredith Miller, son of John J., will probably assist Mr. Warren.



Henry Gluth, of Bawo & Dotter's selling staff, left on his vacation last Saturday. Richard Rhode and Hans Endres depart next Saturday for the customary two weeks' vacation.



Geo. H. Bowman arrived from Cleveland Thursday morning to confer with W. M. Oddie, manager of the housefurnishings department, and local manager "Judge" Seedorf.



Miss Weinberg, assistant china buyer at Bloomingdales, New York, will return from a three weeks' vacation August 8th.



A. J. Holiday, formerly western salesman for Geo. H. Wheelock & Co., is visiting in the District this week. He contemplates returning to the china business after three years as a farmer.



Wm. H. Helmes has been added to the staff of Graham & Zenger and started on his trip for the firm on Monday.

SUIT BEGAN AGAINST "BATHTUB TRUST."

THE Department of Justice, through Special Attorney Edwin P. Grosvenor, on July 22 began a suit in Baltimore for the dissolution of the so-called Bathtub Trust, which is engaged in the manufacture of kitchen and toilet articles of enameled ware. The alleged trust includes seventeen companies, and these, with the individuals named in the suit, make up a total of about fifty defendants to the suit filed in the Circuit Court.

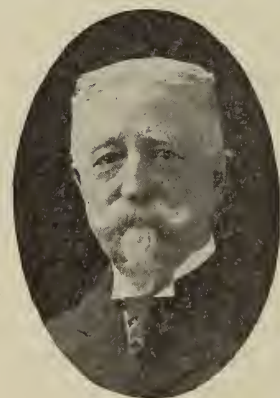
The alleged trust, according to an explanation made at the Department of Justice is disguised by a novel method of secret agreement. The constituent companies, instead of having one merger company, or merely a gentlemen's agreement among themselves, have hit upon the device of merging their management through the use of a patent. This patent it is explained, was assigned to one person, and it was used by all the companies, this one person, in leasing the patent, was able to control prices. Protests to the department are said to have arisen when through a "blue list," the trust tried to force dealers to bind themselves exclusively from the subsidiary companies of the trust.

The defendants are the Standard Sanitary Manufacturing Co., A. Weiskittel & Co., the Barnes Manufacturing Co., the Cahill Iron Works, the Colwell Lead Co., the Day-Ward Co., Humphreys Manufacturing Co., Kerner Manufacturing Co., J. L. Mott

Iron Works, McVay & Walker, McCrum-Howell Co., National Sanitary Manufacturing Co., Union Sanitary Manufacturing Co., United States Sanitary Manufacturing Co., L. Wolff Manufacturing Co., Wheeling Enameled Iron Co., Theodore Aherns, Francis I. Torrance, E. G. Dawes, W. A. Myer, Anton Weiskittel, John D. Heise, C. H. Voegel, T. R. Barnes, F. H. Caldwell, J. I. Mahoney, Jesse T. Duryee, Bert O. Tilden, W. C. Winfield, A. G. Ward, S. N. Ford, Reid Carpenter, J. S. Frauenheim, Jordan L. Mott, Max Goebel, Thomas Walker, Alexander C. Walker, Lloyd G. McCrum, Howard G. Gates, Frank G. Borden, D. W. Davis, L. C. Huesman, E. V. Bringham, Charles Arnolt, A. H. Kline, Jr., Ludwig Wolff, Herman Hoelscher, J. E. Wright, George W. Franzheim, and Edwin L. Wayman.

ALBERT W. JACK, DEAD.

ALBERT W. JACK, vice-president of the Star Headlight Co., of Rochester N. Y. died July 20th at the Graham hospital, aged sixty-nine years. Although he had been ill for some time, and had been confined to the hospital for about four weeks, the end came suddenly and was entirely unexpected. He had lived in this city for about twelve years and through his connection with the Star Headlight Co. was one of the most familiar figures about town. Mr. Jack was born in New Bedford, Mass., in 1841, and entered his business career at an early age. He went to Chicago and for twenty-five years was a member of the firm of Grier & Jack, dealers in railway supplies, a business in which Mr. Jack was



ALBERT W. JACK

especially interested. At the end of that time a position was offered him with the Hibbard, Spencer & Bartlett Co., of Chicago, and he became connected with that firm in the capacity of sales manager. His next move was to Toledo, O., where he created a railroad department with the Libby Glass Co. Twelve years ago Mr. Jack was induced to leave Toledo to accept a position as sales manager of the Star Headlight Co., of Rochester, and through his efficiency and thorough knowledge of the business, soon became

vice-president of the company. It is doubtful if any man outside of the railroad business was more widely known among railroad officials than Mr. Jack, for during his long and varied business experience, he was in almost continual contact with the high officers of the various railway systems.

Mr. Jack was also prominent in Masonic circles, being a member of Monroe commandery of this city, and a past master of William B. Warren lodge, F. and A. M., of Chicago. He was a member of the Nobles of the Mystic Shrine. He leaves one son, Harry T. Jack, of Chicago.

The funeral took place Thursday July 21st from the home of Albert W. Jacobs, 14 Arnold Park, where Mr. Jack made his home for many years. The service was in charge of Monroe commandery, 12, K. T., and immediately afterwards the remains were shipped to Chicago for interment in Rose Hill cemetery. The remains were met at the station in Chicago by a delegation from William B. Warren lodge, F. and A. M.

WILLIAM MOULDS.

William Moulds, aged sixty-six, president and general manager of Monongah Glass Company, died July 21st at his home in Fairmont, W. Va. He was a native of Ireland, coming to the United States in his early youth. Mr. Moulds and family went to Fairmount from Pittsburgh, where he was located for sometime as a stockholder and manager of the Rochester Tumbler Co., of Rochester, Pa. Mr. Moulds leaves his wife and two daughters, Mrs. Jessie Hirst and Mrs. Mary Shannenberger.

DEATH OF HENRY H. FINK.

After a lingering siege of tuberculosis, Henry H. Fink passed away at 3 a. m. Thursday July 28th at his home 149 Spring avenue, Ridgewood, N. J. He was born in New York city in 1849 and after leaving school entered the employ of Chas. Ahrenfeldt on August 3rd, 1865.

To remain forty-five years in the employ of one concern is truly a remarkable record. It evidences a fidelity to duty that is the most conspicuous commercial characteristic of H. H. Fink, whose identification with the house of Ahrenfeldt dates back to 1865. Although styled Herman Trost & Co. when Mr. Fink first crossed its threshold, the establishment was really under the personal direction of Chas. Ahrenfeldt, Sr. The business was then located in the building at 50 Murray street, now occupied by Endemann & Churchill, from which address the firm removed some years ago to its present home next door. The change of firm name to Chas. Ahrenfeldt & Son was made some time subsequent to Mr. Fink's connection with the house, and this year the business was sold to H. C. Kupper.

Entering the employ of the concern as a boy in the office, Mr. Fink had among his associates a corps

of salesmen of which only one survive "Judge" Seedorf.



HENRY H. FINK

An interesting fact in connection with the house of Ahrenfeldt when Mr. Fink became affiliated with it recalls the transplanting of the "District" from a locality east of Broadway to its present surroundings. Only one china house had been established on the westerly side of Broadway in '65, and that was the Ahrenfeldt establishment. The others occupied structures in Maiden Lane, John street, William street and other adjacent thoroughfares.

His business life, in fact, might properly be described as having been unusually tranquil. Possibly that's why, upon learning of Mr. Fink's forty-five-year tenure of service, so many people inquire if he entered upon his commercial career when an infant.

Mr. Fink, was a member of the Pottery, Glass and Brass Salesmen's Association.

Funeral services from his late home Saturday at 3 o'clock in the afternoon.

BERTHA W. KAUFMANN.

Mrs. Bertha W. Kaufmann, wife of J. G. Kaufmann, publisher of China, Glass and Lamps, Pittsburgh, Pa., died on Thursday, July 21st after a long illness. The sympathy of many friends will be ex-

tended to Mr. Kaufmann. He has had sickness and death to combat for a long time and this last bereavement is especially sad.

BUSINESS BRIEFS.

J. Krefetz is to open a general store at Ellenville, N. Y., shortly.

* *

Anna Whalen has opened a crockery and variety store at Rialside, Mass.

* *

The Mann Co., of Jersey City, N. J., has been incorporated to deal in furniture and housefurnishing goods. Capital \$50,000. Incorporators: I. J. Sugar-

The State street department stores in Chicago, have inaugurated a taxicab service for the convenience of their patrons. Any customer can take a taxicab from the stores for an uninterrupted journey within a defined district of about one mile in radius for a charge of fifty cents for one to five passengers. The district includes all terminal stations and all downtown hotels.

AN EFFECTIVE DISPLAY OF "UTOPIAN" SILVER DEPOSIT WARE.

"SILVER DEPOSIT" has become an important line with quite a number of enterprising stores in various parts of the country. The popularity of



man, Newark, N. J., A. Leon and R. Leon, Perth Amboy, N. J.

* *

Foster's department store at Perth Amboy, N. J., is due to open for business in the near future.

* *

Daniel Herring, Sr., has joined the retail selling staff at the Ackley China Co.'s store at Pittsburgh, Pa.

* *

Gimbel Bros. have taken a lease on the entire building on the corner of Twenty-seventh street and Thirteenth avenue which they intend to use as a warehouse. Arrangements have also been made for the leasing of additional space to suit the business requirements of the company. They have as associate tenants John Wanamaker, O'Neill-Adams, and other local department stores. They are talking of increasing their capital stock from \$7,500,000 to \$12,000,000.

these wares is rapidly increasing, and to meet this demand a New York manufacturer has produced a line which is claimed to be far superior to many of the Silver Deposit goods heretofore put on the market.

We refer to the "Utopian" Silver Deposit and Novelty Co., 54 West Twenty-second street, New York. This firm has perfected a process by which china and glassware are embellished with pure silver in a more substantial manner than has ever been accomplished before. The "deposit" is much heavier, and therefore more durable, than any wares of this kind made previous to the introduction of this line. The "Utopian" designs are particularly artistic, and the scores of beautiful Silver Deposit pieces bearing this trade mark afford dealers one of the best-selling and most profitable collection of novelties ever offered to the trade.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Glass manufacturers in this District had ample business on their books to start their plants in full at the end of the vacation period,

and there is ample assurance that there will be no idleness during the remainder of the year because of a lack of orders. Inventories of stocks and records of sales for the first six months of the year were a surprise, for the manufacturers did not anticipate last January they would ship such quantities. It is now declared that the closing six months will show still larger gains.

Notices have been sent by manufacturers of stemware of a change in prices, which show the elimination of all discounts, and that the list quotations are now effective. This gives the buyer an equal chance with his neighbor, for the "cut-throat" business-getting methods have been abolished, and, it is said, for all time.

It is almost impossible for buyers to get their orders filled for stemware. Letters to the manufacturers produce no result, and some of the larger buyers contemplate making personal trips to the District to hurry matters. One local buyer declared that his orders for stemware, placed two months ago, had not been delivered yet; not even a small part of it. Every stemware factory in the country has an exceptionally large business on the stem lines.

The annual reports of the United States Glass Co., which will be ready for the stockholders within a few days will show the business for the fiscal year to be the largest since the company was formed, with the possible exception of its first two seasons, when the company operated nineteen factories. It possesses ten plants today. The total shipments for July were \$315,000, which made a new record. As a result, M. G. Bryce, in charge of the commercial department announced that he "had no kick coming" and that if the boys had "worked" just a little harder this record might have been surpassed. The annual meeting will be held August 17th. Because of the press of other business which required his attention, H. D. W. Eng-

lish, president of the Pittsburgh Chamber of Commerce, has resigned from the board of directors, and has been succeeded by W. M. Anderson, in charge of the manufacturing department. As a result of this change, all of the heads of the main departments are now members of the board.

Contrary to the published announcement, the D. C. Jenkins Glass Co., will not erect a new factory at Alton, Ill. Mr. Jenkins says, "the report that we are planning to build a new plant is quite incorrect."

Since William Brenn, formerly with the Loeser Co., of Brooklyn, has assumed charge of the glass and china department of the Glenn & Co. store at Highland and Penn avenues, he has been favored with a greatly increased space by the firm. This was formerly the Rowe store. The continued success of Mr. Brenn is assured.

Charles Lang, of the glass department of Kinney & Levan, Cleveland, has been in the District buying this week, being a guest of his brother, W. W. Lang, of the Pittsburgh offices of that firm.

It will be no surprise to the readers of the JOURNAL if prices of tumblers show an advance ere long. One manufacturer making a line of tumblers said this week that he would be glad to ask more for his line, but the other fellow will not pay. Inasmuch as etched ware is advancing the cheaper lines are expected to tread the same path before the end of the year.

Samples of the new engraved lines of the Central Glass Co., have been received in the District, and the line is one of the most attractive so far shown. The treatment, in a measure, resembles a daisy, although instead of being round, the blades are formed in a square. The line consists of stem and flat ware and a number of special pieces.

The new rock crystal and cut effect line of the McKee Glass Co., was shown the trade for the first time this week, and it gives promise of being a most

popular one. The tumber is a pretty one, the shape being different from anything of the kind now on the market. The bowls are also attractive, and as a floral pattern is used, a creation has been presented that will brighten the stocks of the dealer.

Six new frames have just been started in the plant of the Pittsburgh Cut Glass Co. The company is making a specialty of cut tumblers, although no small attention is being given to the cut lighting lines.

Construction of the new plant of Ripley & Co., Inc., Connellsville, is progressing favorably. Announcement was made this week that glass would be made before October 1st. Head offices will be in the House Building, this city.

Business on table lines is reported somewhat slow. Tumblers are going out as fast as they are made. The stem lines are crowding the manufacturers to get orders filled.

Several new lines of shades with a new patented ring attached have been placed on display by the Krakno Glass Co., of Fourth avenue. The line is a prettily decorated one, and the shapes are numerous. The metal ring is designed to prevent the shades from cracking.

Jobbers announce the bar lines selling exceptionally well for this season. It is also said that the etched stemware for this class of trade is going better than ever, which agrees with the statements of the manufacturers concerning these lines.

Miss Ida McChesney, for several years in charge of the offices of the Elkins Glass Co., has become the bride of Parker A. Saylor, son of ex Sheriff Saylor, of Somerset county, Pa. They are now spending a season in the East.

Buyers of office specialties in glass report this class of trade rather dull just now. However, a better tone is anticipated when the office people again get down to their knitting early in September.



The foundation of the new office building erected by the Fostoria Glass Co. was completed last week, and work will be started on the structure at once. The work of the entire plant was started last week.



The new plant of Wm. Gibbs is expected to begin operations August 1st. About 140 frames will be operated. A number of new molds for figured blanks have been made and these will be the first

figured blanks cut by any of the Gibbs' factories. A large part, if not the entire cutting capacity of the new plant will be devoted to the lines of Krantz Smith & Co., and Stewart & Crocker.



The Economy Tumber Co. will show two new lines for the fall buyers, one new line of stemware and another of plate etched goods. There will be two absolutely new lines of cuttings, unlike anything that has ever been seen on the market. These are both high class and will command a high price. The second furnace has been started. This was made necessary by the rush of orders, which gives assurance that this plant will turn out a larger quantity of blown ware than ever in its history.

WHY NOT POTTERY AS WELL?

THE custom house authorities last week decided that when ale or stout was imported in bottles and was lost because of the breakage of the bottles, there was no importation; consequently duty could not be collected. Supposing a china importer brought in a package of plates and half a dozen were broken so as to be unsalable, why should not a decree of "no importation" hold as well as in the case of stout?

TO FORM BUYING SYNDICATE.

A CONVENTION of independent five-and ten-cent store owners of the country will be held in Cincinnati September 6, 7, 8. These dealers, so it is reported, plan to form a buying association, but it is an open question at this writing whether or not the movement will be successful.

The independent dealer is classified as one who operates from one to ten stores.

The headquarters will be either at the Burnett House, Gibson or Haviland, and in this connection many manufacturers of glass and pottery will maintain large exhibits there for the three days. This scheme is but following out the plan adopted by the pottery and glass manufacturers, who exhibit in Pittsburgh every January.

It is possible that over 500 buyers will attend this convention, and many of them will therefore place orders for their holiday stocks.

William H. Cobb, of Sharon Hill, Pa., is chairman of the committee on arrangements and the other members of the committee are Edward C. Hunt, Norwood, Mass; C. W. McClure, Atlanta, Ga; W. S. Crowell, Brazil, Ind; Joseph Rosenstein, La Salle, Ill

Among the Potteries

East and West

At a special meeting of the United States Potters' Association which will be held in Pittsburgh in October, probably at the Ft. Pitt Hotel, matters pertaining to the annual meeting of the association which is to be held in Washington, D. C., December 6th will be taken up. While it is not announced just what themes will be discussed at this session, the manufacturers are looking forward to the gathering as one of importance. Some have classed it merely as a caucus. President H. A. McNicol will be succeeded at the next convention by second vice-president H. N. Harker, of the Harker Pottery Co., Charles C. Ashbaugh of the West End Pottery Co., will be re-elected secretary-treasurer. The only office to be contested for in the meeting of the nominating committee will be those of second and third vice-presidents.

Mail orders with the manufacturing potters have been far better this month than anticipated. Although salesmen are starting out, the buyers, it so seems, anticipate a good year-end, and therefore are placing their open stock orders as early as possible.

At the annual meeting of the Globe Pottery Co., the following officers were elected for the current fiscal year: President, Noah A. Frederick; vice-president, Jacob Shenkle; secretary-treasurer and sales manager, Clarence H. Bauman. Annual reports showed the company to have had the most profitable year in its career. Two decorating kilns were added during the year, additional capacity added to the clay shops, and stocks are less than a year ago.

It is reported by one of the best posted pottery manufacturers in the District that the recent strike of the bisque and glost ware house girls cost the manufacturers and workmen over \$500 per kiln. Only recently the boys in the clay shops walked out without notice, declaring the clay "was bad." They returned to work in two days, and the loss because of this "strike" has been placed at between \$600 and \$1,000.

Among the buyers in the District during the past few days were S. B. Weller, of Newton, Weller &

Wagner, San Antonio, Texas; Mr. Friedman, with The Edward Wren Co., Springfield, O.; Ike Harris, of Holyoke, Mass.

New shapes in orange bowls shown by the National China Co., are admitted to be the most clever of the character shown this season. One line is heavily decorated with decal and gold, color line traced, and white inside. Another pretty treatment is a softer outside decoration and solid gold inside the bowl. There are a dozen treatments on this bowl line, while other new offerings are mugs, salads, and plaques.

There is a marked tendency among buyers, so it is reported, to go slow in placing orders for new open stock patterns, as long as buying of those open stock patterns now carried are moving nicely. Business for open stocks placed in January is exceptionally good with some manufacturers, and although some new open stocks have been placed by the salesmen, the former patterns form a major portion of the business the decorating shops are now running on.

W. L. Young, with the Smith-Phillips China Co.'s lines will open at Young's Hotel, Boston, Monday for a week or ten days' display. Joseph Davis with the same firm will open in Louisville, Cincinnati and Columbus next week. The "Princess" and "St. Regis" dinner shapes of this factory are going better now than ever, the new treatments on the "St. Regis" being very popular. However, there is no let-up on orders for the "Princess" shape.

As is usual at this season of the year, there is a shortage of flat ware, mainly seven-inch plates and fruits. Many orders are being held up in the decorating shops because of this condition. Manufacturers are working the ware from the kilns to the decorating shops on flat, there not being enough fired in one kiln to place any in the stock bins.

The movement of fancy goods is reported to be very dull. This is different from the condition existing last year. The tendency is to buy open stock

goods all along the line, and some potteries are selling less specialties this season than ever.

* *

Engineers employed in all potteries have been granted an increase in wages of twenty five cents per day. The new scale became operative in this city a few days ago, and it concerns all pottery manufacturers.

* *

Charles Ashbaugh, secretary of the West End Pottery Co., accompanied by his wife has left for Iowa where he will spend his vacation. President George Ashbaugh of this firm has returned from a hurried business trip as far west as Oregon.

* *

Report is current that newspaper owners who have been making an especial run with forty-two piece dinner sets for premium purposes are gradually getting out of the game. One large Chicago paper that has been "unloading" a car load a week, paying \$1.90 per set, package sunk, will use the scheme no more after present contracts expire. The firm that has been paying this price also announced that it had been offered the same class of treatment and composition for much less by another pottery, and a still lower price by another.

* *

"I look for a congestion of orders as early as October," one sales manager remarked this week. "The buyers are sending in their orders all right, but the specifications for delivery call for October or later. There will be a rush then, and many of these orders will be late. We do not care to decorate these goods now and let them remain on our floors, although we can do this if we want. It would be better for the buyer to anticipate liberally and then let the goods go out as soon as possible. Doing this would insure delivery for the beginning of the fall rush, which to us, looks as if it would be very heavy."

* *

Construction of new kilns and additions to the clay department of the Trenle China Co. will be completed by September 1st. Orders with this firm are plentiful. On its Virginia dinner shape business is very good, while the new salad and plaque lines are strong. George V. Fowler is now working through West Virginia, and H. K. Conner is in Pennsylvania.

* *

Joshua Poole, general manager of the manufacturing department of the Homer Laughlin China Co., has returned from an automobile trip through New York State. He was accompanied by Mrs. Poole.

* *

Manufacturers are now paying from \$8 to \$9 per ton for old straw for packing purposes, with no quotations on the new crop. One grade of ball clay has also been recently advanced from \$1.25 to \$1.50 per ton.

* *

The new tankards, plaques and salads form the largest and most exclusive line that the Warner-

Keffer China Co., has shown since it started. The treatments are very novel, and the designs are exclusive with this firm. Mr. Keffer and Mr. Kline are working in their respective territories.

* *

B. C. Simms, of the Thompson Pottery Co., who has been confined to his home on account of illness is recovering nicely, and will be able to attend to his many duties at the plant within a few days.

* *

The E. W. Clinton Specialty Co., has been formed here, and is doing a business confined to the pottery lines exclusively. Mr. Clinton is at the head of the new concern.

✂

A new dinner shape will be ready for the **Trenton.** trade the latter part of the month which will be the most recent creation of the New Jersey China Pottery Co. Treatments are being selected which will be the latest offerings the decorators have. This plant is one of the busiest in the city and its business during the past six months has been exceptionally large.

* *

At a recent meeting of the executive board of the National Brotherhood of Operative Potters it was decided that in order that every member of the organization may have an opportunity to become full beneficiary of the death insurance plan that the time of joining be extended to September 1st, at which time a member, to be entitled to the benefit, must have his dues and assessments paid in full. New members joining the organization and suspended members becoming reinstated prior to that date will be entitled to the full amount. The rules also require that monthly dues must be paid in advance.

* *

Detectives Clancy and Pilger, of the Central Station, on July 23rd traced a wagon load of crockery that had been stolen from the International Pottery Co. to a barn in the southern section of the city, following a search that extended pretty well over South Trenton. The search was instituted when it was reported from the pottery that someone had been stealing from the company. Crockery ware in large quantities has been missed from time to time and it is the general opinion of the police officials that the thefts have been committed by an employee. It is expected that a number of arrests will be made within a few days.

* *

John Foley has resigned as fireman at the New Jersey China Pottery Co. to accept a similar position with the Brian Pottery Co.

* *

Francis B. Lee, president of the Trent Tile Co., has arranged a unique vacation for this year which will take him over practically the same trip which his great grandfather, Isaac Townsend, traveled about



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,

25 Murray St., New York.

Grand Prix, Paris, 1900.

Hors Concours, Limoges, 1903.

Hors Concours, St. Louis, 1904.

100 years ago. Mr. Lee accompanied by Mrs. Lee and their daughter Rhoda, started July 26 on a drive to Virginia.

Anthony Regan who has been employed at the Anchor Pottery for a number of years has severed his connections with that firm to take a position in the glost department at the New Jersey China Pottery.

Herbert Goodwin, well known in pottery circles in this city, having had charge of manufacturing departments both here and in Mexico, is now associated with the sales department of the Kenilworth Tile Co.

An official report is current that another pottery is to be erected here with a capacity of nine kilns. It is also said that plans for the new plant have been drawn and that construction will commence before the year's end. Those identified with the industry here will neither affirm nor deny the report.

A meeting of the stockholders of the Wheeling Mold and Foundry Co. was held at the office of the company July 27, and a resolution proposed for the sale of \$95,000 of treasury stock now held by the company, thereby increasing the capital from \$405,000 to \$500,000. This action is taken to afford additional working capital made necessary by the large contracts which the company has just taken up and which will mean continuous operation of the plant at capacity for some time.

The combination of the Riverside pottery, the Tiltonville pottery and the Wheeling Enameled Iron Co., of Elm Grove, into one large concern to be known as the American Sanitary Manufacturing Co., is said to have been consummated. The organization of the new company will be perfected within the next two weeks, officers elected and preparations made for opening the plants for business. The capitalization of the new company is \$250,000. It is understood \$50,000 will be expended in building four kilns at the Riverside pottery. The new company will manufacture a full line of earthenware sanitary goods.

Holders of the bonds of the Bell Pottery Co., which recently purchased the property of the company at the receivers' sale are organizing the Bexley Realty Co., which will take over the real estate on which the bonds were a first lien and place it on the market. The lots owned by the company are in East Columbus. Indications are that bondholders will be

able to dispose of the real estate at a figure which will let them out whole on the bonds and leave them the big plant of the Bell Pottery Co. intact for future operations.

Guernsey earthenware has become a household word when crockery utensils are used. The ware is handsome in appearance and is very durable. The body and the glaze are hard fired and will stand any heat that is necessary. This ware has been on the market for several years and has stood the test of time, and buyers "come back" for it.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN WANTED—By a concern manufacturing gas and electric portables, lamps and domes for southern and western territory. On commission basis as side line. Those calling on crockery and household furnishing trade preferred. Address ENTERPRISE LAMP MFG. Co., 391 Washington St., New York.

WANTED—For Ohio, Indiana and Michigan, an Art cut glass salesman. Must come well recommended. Address Box 724, this office.

LAMP SALESMAN WANTED—An exceptional opening is offered to an Art man who knows the lamp trade and can furnish first-class reference. We manufacture an exclusive line of gas and electric shades, portables and domes. Address, immediately, THE NEW METHOD ART GLASS Co., 3117 Penn Ave., Pittsburgh, Pa.

WANTED AT ONCE—Responsible parties to take charge of our established line of cut glass on the coast and for the Middle West on commission. Address, with references, THE O. F. EGGINTON Co., Corning, N. Y.

AN Art cut glass salesman wanted January 1, 1911, for choice western territory. Our line is popular-priced and well-established. Replies considered confidential. Address G, this office.

BUSINESS OPPORTUNITIES.

WANTED—Side line commission salesmen for our American gold etched dinner and tea sets on Limoges white. L. W. LEVY & Co., 590 Broadway, New York.

FOR SALE.

FOR SALE—Wholesale crockery stock located in best distributing center of eastern Iowa. Young concern. Best of reasons for selling. Correspondence solicited. Address CLEMENT GRAHAM REALTY Co., Cedar Rapids, Iowa.

FOR SALE—Rare opportunity to buy old-established store selling fancy goods, notions, toys and stationery in heart of Stapleton. Two stores and one basement, 44 x 100 feet, on corner lot in splendid business section. Owner retiring. H. W. KUNEMUND, 53 Wright Street, Stapleton, Staten Island, New York.



NEW YORK, AUG. 4, 1910

THE CONDITION OF BUSINESS.



New York. Another week of summer dullness has passed, for although there was an increase of buyers in town they were not apparently in the buying mood. Many of them were here for pleasure and their calls were social rather than commercial. After they have visited the beaches and other attractions which New York affords they will undoubtedly get down to business.

The quietness of the week seems to have extended to the manufacturing centres as well as the importing districts. Our reports from the factories are to the effect that buying for immediate delivery is almost nil. Some orders were placed for September and October shipments but apparently few were in need of goods at the present moment.

The traveling fraternity is either out or getting ready to go this week. Those on the road are only meeting with fair success; that is to say, when they find the buyer in they are pretty sure of a good sized order. In many places stock-taking is in order, in which case memorandums are taken, if the buyer has the time, leaving the order for future consideration. The travelers find a very good feeling prevailing everywhere and it is the universal opinion that fall business will be very good. Visiting buyers express the same opinion, and we hear very little complaining from retailers concerning the amount of business done this summer.

The flurry in Wall street which occasioned so many pessimistic articles in the daily papers has subsided. The syndicate which attempted to found a new transatlantic railroad had more than it could carry through unassisted, so the New York bankers came to the rescue, and now the market is easier and advancing, giving the lie to the calamity howlers.

Scattered showers over the corn belt have relieved the anxiety of a short crop and the cooler weather has stimulated merchandising in the West. The cotton crop is nearly two per cent better than it was last year at this time.

There will be further advances in the prices of crockery and glass. The action of the workers in Atlantic City last week in demanding a five per cent raise on pressed ware will compel the manufacturers to increase their prices. The crockery men are pledged to advance in the near future, and it is a proven fact that business increases with rising prices.

The retail trade in New York is rather quiet. While there is some business being done there is no activity. From interior points reports come to the effect that business is as good if not better than last season, and where special sales are held by department stores they have crowds, which shows that the people have money to spend if they want to spend it.

It might be remarked in passing, that another indication of good times is that up to date, the arrival in New York of summer buyers is more than double that of last year at this time. It is true that many of these are toy buyers, but the fact that they are taking goods indicates that there will be a good holiday trade. Toy trade is as good if not better than it has been for years. The foreign factories are well filled with orders for America and the domestic manufacturers are getting about all they can handle.

We note, however, that the visiting jewelers who handle crockery have not been as numerous as usual, but there is no doubt that they will come soon.

The reports of the local manufacturers **Trenton.** indicate a healthy condition of affairs.

In nearly every plant there are enough unfilled orders on hand to keep all hands busy for some time and orders are being received daily. Fall business has already started to show itself which is attested by the number of orders booked during the past week for future delivery.

Flint glass manufacturers have **Pittsburgh and** started to feel the effects of the **Vicinity.** summer season, and many lines are not moving very fast. Tumblers, both table and jellies, are strong. Table sets are slow. Specialties and souvenir goods are selling well, while the new business with the lighting glass people could be considerably better. Salesmen for many factories started out July 31st. A rush of business in September is indicated from present conditions.

Despite the rather sluggish demand for domestic pottery, **East Liverpool and** so far as mail orders are concerned, the past week developed very little new business. Manufacturers declare they do not expect a great amount of new orders to be booked during this month, but that any amount of orders have been booked for September and October delivery. Salesmen are forwarding some favorable business, but the bulk of it is for future delivery. The demand for the open stock patterns continues.

Glass manufacturers here- **Morgantown, W. Va.** abouts are anticipating an exceptionally heavy fall trade, starting with September. Orders for the tumbler lines continue strong, and factories are crowded with this character of business. The demand for the lighting lines increases with the approach of the fall months

DEATH OF FRANK S. WILLIAMS.

FRANKLIN S. WILLIAMS, assistant treasurer and secretary of the Jones, McDuffee & Stratton Co., died July 28th at the Charlesgate Hospital, following an operation for appendicitis. The suddenness of his death came as a shock to the entire trade, as he was at the warerooms Wednesday. Funeral services were held Sunday at two o'clock, at the Grove Hall Universalist Church, Dorchester, with which he was closely identified.

Mr. Williams was born in Roxbury, July 17th, 1850, and received his education in the Roxbury public schools. In 1866 he entered the employ of



Otis Norcross & Co., as a clerk in their counting-room, becoming a partner with Jones, McDuffee & Stratton February 1st, 1884. The glassware and lamp goods portion of the business was under his supervision, and much of his time was devoted to the preparation of new designs and the buying of these lines, as well as the products of the domestic potteries.

Mr. Williams was assistant-treasurer as well as secretary and director of the company at the time of his death. His forty-four years' service in the establishment was an unbroken record of honorable endeavor. In business and in social life he was respected by all, always lending a hand to those who needed sympathy and help. He was a member of St. Johns Lodge, F. & A. M. Mr. Williams, whose home was at 15 Schuyler street, Roxbury, is survived by his widow and a son.

Chas. H. Kimball, of Chicago died suddenly from a stroke of paralysis on Saturday July 30th. The body was taken to his old home in Iowa City, Iowa.

Among the Potteries

East and West

While all of the potteries in the East Liverpool Ohio valley are working, and some shipping all the goods they can make, it is noticeable, however, that the mid-summer season presents a dullness compared with spring. Factories making cheap goods and those having large trade with the five- and ten-cent stores and similar syndicates are running full time in all departments. Some of the higher grade dinnerware plants are also making some good shipments, while the manufacturer selling the medium and intermediate trade are in a position to take care of a lot more business without crowding themselves. Even at that, thirty or more potteries in the District are not over-crowded with orders specified for immediate shipment.

* *

Unlike past seasons, the demand for the calendar plaque this year is not bright. The demand for these lines, so it was reported this week, is growing less, and that while better business for this specialty is anticipated in the fall, it is generally believed that the total sales of calendar plaque goods will not come up to that record established several years ago. Some good designs are to be had on these lines, but the fad is diminishing.

* *

Post cards received in the District during the past week from Dale Thompson, a son of George C. Thompson, of the Thompson Pottery Co., who is making a tour of Europe show scenes in Ireland. Miss Smith, of the commercial department of the National China Co., who is also in Europe, was last heard from while touring through Germany with a party of local friends.

* *

Mr. Thomas, of Baltimore, Md., who represents several local concerns in that territory, was in the District during the past week.

* *

Two actions filed in the county courts recently against the Knowles, Taylor & Knowles Co., the National China Co. and others by former employees who were injured while at work are brought under a new law, from which the manufacturers as a unit claim, there is no chance to escape judgment. The

law was passed by the last Ohio Legislature, and the companies sued in the State now are liable for \$3,000 damages.

* *

T. C. Smith, a former well known pottery salesman, who before he left the road was associated with the Edwin M. Knowles China Co., suffered some loss during the past week, when a number of stalls at the Columbian Park race track here, were destroyed by fire. Two race horses, owned by other parties were cremated.

* *

Although the demand for the "Princess" dinner shape of the Smith-Phillips China Co., continues stronger than ever, there is a marked increase in orders for their "St. Regis" dinner shape, which is being shown fall buyers in a great variety of new treatments. The trade has been buying very liberally of the higher priced open stock "Princess" patterns, and the re-orders are considerably more than the firm ever anticipated.

* *

C. C. Cullen, of the C. C. Cullen Co., of Knoxville, Tenn., after visiting the local pottery and Pittsburgh glass Districts started home, and when he reached Richmond, Va., he became suddenly ill and was taken to St. Luke's hospital in Richmond. Letters just received here announce an improvement in his condition.

* *

The "Banquet" dinner service of the Potters' Co-Operative Co., is proving to be the best selling shape the firm ever placed before the trade. The fall treatments, now shown by salesman, are very rich, this being especially true of the border treatments. The new line of salads is also attracting attention for the majority of the treatments used on these are exclusive with this firm. W. C. Brown, was delayed in starting for the West, and did not open in Cincinnati until this week. The pottery is running full time.

* *

The Globe Pottery Co., is showing an exceptionally strong line of jugs, plaques and salads for the fall trade, the several lines being the most extensive yet produced. Four new assortment propositions in open-stock dinnerware are also being shown

by the salesmen. It has been found that open-stock assortments have proven to be a good thing for retail buyers, for their customers can easily "build" a complete set.

* *

It is currently reported that probably four new dinner shapes will be shown next December or January by some of the local manufacturers. So far, the manufacturers will say nothing, but modelers are busy.

* *

A new covered jug will be shown in the District at an early date. It is just being modeled.

* *

T. C. Martin, of Pocatello, Idaho, was in the District during the past week placing some very extensive business. Other buyers were W. C. McGreagor, with the H. P. McGreagor Co., Wheeling, W. Va., and Morris Bergman, of New York.

* *

Some exceptionally nice business has been booked recently by the Hall China Co. on its underglaze decorated dinnerware. This line has made a decided hit with many buyers since it was placed on the market about a year ago.

* *

O. De la Croix, who represents the American China Co., of Toronto, O., in the New York District, was here during the past week.

* *

Decorated hotel ware is now being featured by the Colonial Pottery Co., and a variety of new treatments are being shown this season. This is the first year the company has shown decorated hotel ware.



Nearly all of the selling staffs connected **Trenton.** with local potteries have packed their trunks and are now covering their respective territories in search of fall business. In a number of cases a higher grade of goods is being shown over last season's lines, because of the demand by the various buyers throughout the country.

* *

Francis B. Lee, president of the Trent Tile Co., was called home from Maryland July 29th to attend to urgent business in connection with that concern. Mr. Lee was enjoying a carriage drive to Winchester, Va., from this city at the time. He will resume the historic pilgrimage later in the season.

* *

Charles Howell Cook, president of the Cook Pottery Co., accompanied by his daughter Miss Lucy Cook, left July 29th for Bay Head, N. J., where he will enjoy a much needed vacation. Mr. Cook and daughter are registered at the Granville Arms.

* *

Freeholder Augustus Combs, who was seriously injured about two months ago at the new plant of

John Maddock & Sons, was able to leave McKinley Hospital a few days ago and he is now at his home.

* *

Frederick A. Duggan, president of the Imperial Porcelain Works, has presented to Spring Lake twelve beautiful white swans. Mr. Duggan has a beautiful summer home at Spring Lake and is constantly doing much to add to the comfort and pleasure of visitors and to the attractiveness of this popular resort.

* *

The general ware pottery manufacturers will not likely meet with the conference committee of the National Brotherhood of Operative Potters this year, but the Brotherhood people will have a conference in Trenton with the sanitary pottery manufacturers. The time for this meeting has not been decided upon, but the meeting will very likely be held in October and at Trenton. The wage agreement between the Brotherhood and the sanitary pottery manufacturers does not expire until November 1st. President, Thomas J. Duffy, of the Brotherhood, announced that the date of conference would be taken up after the close of the summer season.



The Tritt China Co., of this city, has just **Niles, O.** been formed with a capital stock of \$60,000. The incorporators are William H. Tritt, formerly general manager of the Crooksville China Co., of Crooksville, O., Earl, Mary, Homer, Violet Tritt. The company is now expending \$10,000 to \$15,000 improving the former plant of the Bradshaw China Co., which was recently purchased, and it will be placed in operation as early as possible. Mr. Tritt was formerly with the Sebring company when that firm was in business in East Liverpool. He will be president and general manager of the new company.



William W. Rogers, chief of the **Syracuse, N. Y.** Solvay fire department, of Syracuse, N. Y., was arrested last week on the charge of petit larceny in the alleged theft of \$10 worth of chinaware from the Iroquois China Co. of that place. Rogers was employed by the company as a shipping clerk. The arrest is said to have been the culmination of investigations by the company into the large depletions in its china stock. Costly ware has been disappearing in quantities for some time.



The Zanesville Art Pottery Co.'s **Zanesville, O.** plant was almost totally destroyed by fire early last Saturday morning entailing a loss estimated at \$75,000. The plant employed about 200 men. Only the kiln sheds and ware rooms were saved. Mr. Schmid, president of the

company stated that the plant would be rebuilt. The insurance carried amounted to about \$52,000.

* *

Negotiations are said to be pending for the removal of the Zanesville Art Pottery, whose plant burned last Saturday, with seventy-five thousand dollar loss, to Chester, W. Va.

✕

A new company with one hundred thousand dollars capital is being formed to operate the Labelle pottery formerly of the Wheeling Potteries Company's holdings.

✕

The first saggerless kiln to be used in the United States for the firing of bisque ware has been successfully demonstrated here by the American China Co. The principal is a most simple one, and although the scheme now has patents pending, it seems that the idea will be further improved upon. In "placing" the ware in the kiln, a system closely bordering that used in "placing" a decorating kiln is followed, and the use of bats and props follows in the glost kiln as in the decorating kiln. As a result, the manufacturer is enabled to get about one-third more ware in the kiln than where saggars are used, for the space that is occupied by saggars is taken up with ware. The same degree of heat is maintained, and as kilnmen are paid by the cubic feet of space, the invention favors the manufacturer. The ware so far fired in this manner is pronounced as good as that fired in saggars, but there are some improvements to be made by the creators of the plan before it is to be offered to other manufacturers.

AT PITTSBURGH.

BY far the most elaborate display of imported china ever arranged here is the exhibit of fall goods by the Kinney & Levan Co., in the Century building, which is in charge of W. W. Lang. Their new line of cut glass is shown in a most elaborate and exclusive floral treatment. The Beaux Arts china is a fancy line and is shown in a remarkable variety. Many new creations in Royal Doulton are to be seen, while the eight assorted Japanese lines are the most extensive so far shown in the District. The imported stock patterns of dinnerware is a selection of nearly one hundred treatments.

✕

Thomas Neely, of the china and glass department of Boggs & Buhl stores, was up to his head in work last Friday and Saturday, when the firm put on its semi-annual clearance sale. The crowds were enormous,

and nothing in the stock was spared. As a result sales leaped into the thousands early in the morning, and the volume of business for the department for the two days reached a new high record.

✕

"We find retail trade in a very healthy condition, notwithstanding the heated summer season", commented Robert Orr, of the china and glass department of the Joseph Horne store. "Cut glass is moving nicely, while the lamp and portable business is showing an increase. Domestic and imported china is also moving in a most pleasing manner".

✕

Mr. Brinkle, showing the C. F. Monroe lines of cut glass and silver plated ware, was at the Henry.

✕

An extensive line of Japanese goods was shown at the Colonial Annex by S. Katsube, representing Mogi, Momonoi & Co., of New York.

✕

George McIntyre was in the District showing the lines of Thomas Campbell cut glass—all American goods.

✕

R. E. Williams was showing silver-plated and hollowware at the Annex.

✕

John T. Cartwright, of the Cartwright Bros., Pottery Co., East Liverpool was in the District, but did not have a local display.

✕

At the Hotel Henry was William F. Handel, of the Handel Co., Meriden, Conn., who was displaying art glass, china and metal goods. The display was an especially attractive one.

✕

Mr. Cook was in the District showing the latest creations of the Edwin M. Knowles China Co., of East Liverpool, O.

✕

Thomas R. Crock has returned from a business trip to the glass factories in the Wheeling District, which he represents in this territory.

✕

President H. McAfee, of the Consolidated Lamp and Glass Co., has returned from Atlantic City, where he attended the convention.

WILL HANDLE GLASS GOODS.

CO-OPERATION apparently is the keystone of the Daniel Lynch Co., incorporated in Lansing, Mich., on July 22 with a capital stock of \$30,000.

Over seventy saloonkeepers of the city are identified with the new corporation and will doubtless

prove their best customers, as the firm will handle glass goods almost exclusively. Mr. Lynch will retire from active business in connection with the firm. The officers of the new company are: President, Charles Taylor; vice-president, H. J. Hagen; treasurer, J. Riley; secretary and manager, Henry A. Brink.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

P Johnson, of Chamberlin, Johnson, DuBose Co., s, Atlanta, Ga. 31 Union Sq.
 W J Ludwig, with Smith & Murray, hf, t, c, Springfield, Mass. 55 White.
 R G Rees, with Coulter Dry Goods Co, s, Los Angeles, Cal. 821 Broadway.
 W A Buettell, of Buettell Bros. Co, t, Dubuque, Iowa. Hoffman House.
 S W Berger, with D Loveman & Co, c, Nashville, Tenn. 40 W 22d st.
 W E Goodman with M O'Neil & Co, c, t, Akron, O. 2 Walker.
 Miss K Sullivan, with E W Edwards & Son, s, Syracuse, N Y. Victoria.
 H J Mayers, with the Emporium, s, San Francisco, Cal. 4th ave & 19th st.
 John Jacklin, with Rothschild & Co, c, g, Chicago, Ill. 43 Leonard st.
 Edw Bonnett, with D H Holmes Co, t, New Orleans, La. 20 E 20th st
 E G Elby, with Watt & Shand, t, Lancaster, Pa. 55 White.
 F G Coover, with Miller & Paine, hf, c, Lincoln, Neb. 31 Union sq.
 Gilbert Coblin, g, c, Washington, D C.
 Mrs Rossiter, with Lipman, Wolfe & Co, Portland, Ore. 72 Leonard st.
 J D Evans, with Roshek Bros, Co, hf, Dubuque, Iowa. 45 E 17th st.
 J W Boston, with The Famous, hf, St Louis, Mo. 4 Washington place.
 R A Cavanaugh, with A Lisner, c, Washington, D C. 2 Walker st.
 P Hagedorn, of J J Hagedorn & Co, West Point, Ga.
 D B Cavanaugh, s, and C Hug, c, with Geo B Peck Dry Goods Co, Kansas City, Mo. 2 Walker.
 C H Reiling, with Elder & Johnson Co, hf, t, Dayton, O. 2 Walker st.
 Miss M Lesenhuber, with J N Adam & Co, s, Buffalo, N Y. 214 Church st.
 W D Sanford, with Pettis Dry Goods Co, g, s, c, Indianapolis, Ind. 2 Walker.
 I Rothstein, with Kaufman Bros, c, Pittsburgh, Pa. 648 Broadway.
 J A Baird, with Kleine Bros, t, s, Altoona, Pa. 214 Church st.
 B S Kaufman, of Kaufman & Co, hf, Colorado Springs, Colo. Imperial.
 B Van Raalte, with Herpolsheimer Co, c, Grand Rapids, Mich. 821 Broadway.
 F March, with Wm Gushard Dry Goods Co, Decatur, Ill. Latham.

T A Malone, with Sheehan, Dean & Co, c, g, Elmira, N Y. 320 Church St.
 Miss K Heary, with Sisson Bros. & Weldon Co, c, Binghamton, N Y. Breslin.
 Miss A Leary, with Jordan, Marsh & Co, Boston, Mass. 31 Union square.
 C Meyer, with Wm Barr Dry Goods Co, s, St Louis, Mo. 72 Leonard street.
 Mr Mummy and W M Jamieson, of Jamieson House-furnishing Co, hf, Trinidad, Col. 320 Church.
 W T Walker, of Walker, Mulligan Furn Co, g, l, c, Savannah Ga.
 W Easton Smith, g, Waterbury, Conn.
 J B Hartford, with Gilchrist Co, s, t, Boston, Mass. 55 White street.
 A C Hislop, with Porteous, Mitchell & Braun Co, Portland, Me. 55 White.
 Miss M Williams, with Cohen Co, c, Richmond, Va. 100 Fifth avenue.
 J S Botts, with Geo A Ducker & Co, Joliet, Ill. Broadway Central.
 E E Hamblin, with R H White Co, c, g, Boston, Mass. 41 Union square.
 H Skinner, with Schipper & Block, hf, c, Peoria, Ill. 320 Church street.
 H C Marshall, with Daniels & Fisher Stores Co, s, Denver, Col. 56 Worth.
 Mr Thomas, of Walker, Thomas Co, g, l, Washington, D C.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g July 16 '10	Correspond- ing period 1909	Exports Jan. 1 to July 16, '10	Correspond- ing period 1909
Boston ..	205	97	4500	3974
New York	107	34	4223	3006
Baltimore ..		385	7913	9366
Philadelphia ..	100	60	3552	2801
New Orleans.....	8	25	1276	1643
Newport News ..		171	155	922
San Francisco ..			....	151
Portland (Me.) ..	....		1029	1871
Galveston ...		....	669	773
Portland (Or.)..	....		....	95
Inland Points ..	....	67	1365	679
Total	420	839	24682	25281

From the Freight and Shipping Circular of John Edwards & Co.
 Liverpool.

to	Shipments week end'g July 16, '10	Correspond- ing period 1909	Exports Jan 1 to July 16, '10	Correspond ing period 1909
New York ...	105	26	4053	4540
Boston ..	202	132	4108	3749
Philadelphia.	83	60	3036	3075
Baltimore ...		385	7966	10033
San Francisco ..	....		....	151
New Orleans.....		25	943	1619
Portland (Me.) ..	....		591	1943
Galveston ...			1230	756
Newport News ..	....	171	155	922
Portland (Or.) ..	...		30	55
Inland Points ..	..	67	1116	864
Total	390	866	23128	27707

GLASSMEN STRIKE AT ROCHESTER.

[Special Dispatch to CROCKERY AND GLASS JOURNAL.]

ROCHESTER, AUGUST 3rd—Workmen employed by the Rochester Tumbler Co. have struck, under the promise, it is currently reported, that all other non-union glass factories are to be made union. The plant here is tied up, and an official of the company is authority for the statement that the company would never recognize the union. The strike was called just one year to the very week after the company removed here from Elwood City. It is reported that some of the men are ready to return to work under the old conditions. All members of the executive board of the glass workers union came to the field of action at once, and a report has it that a sympathetic strike at the other plants is a possibility.

A meeting of the board of directors of the Rochester Tumbler Co. was held on Tuesday, but no statement was issued. The company employed nearly six hundred people, with an average fortnightly payroll of \$10,000. All stock on hand will be shipped at the earliest opportunity.

Fifty-six quarts of nitro glycerine were found, it is said, in an old coöper shop belonging to this plant and it is generally believed to have been placed there by men who anticipated using it in blowing up the bridge of the Pittsburgh and Lake Erie Railroad at Monaca.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending August 2, 1910.

ANTWERP

87 packages glassware	B Gunthel
32 " "	L Straus & Sons
4 " "	Miscellaneous Orders
131 " chinaware	Theodore Haviland & Co
10 " "	Vogt & Dose
30 " "	C E Wheelock & Co
10 " "	Miscellaneous Orders
157 " earthenware	Geo Borgfeldt & Co
17 " "	O Goetz
53 " "	Strobel & Wilken Co
41 " "	Miscellaneous Orders
190 " toys	Strobel & Wilken Co
38 " "	L H Mace & Co
40 " "	C B Rouss
22 " "	L Straus & Sons
88 " "	Miscellaneous Orders

BREMEN

110 packages glassware	Strobel & Wilken Co
9 " "	Geo Borgfeldt & Co
87 " "	Miscellaneous Orders
10 " toys	Geo Borgfeldt & Co
392 " "	Strobel & Wilken Co
87 " earthenware	Strobel & Wilken Co
12 " chinaware	C E Wheelock & Co

HAMBURG

69 packages earthenware	Strobel & Wilken Co
85 " glassware	" "
298 " toys	" "
4 " harmonicas	" "
18 " chinaware	C E Wheelock & Co

LONDON

49 packages toys	Strobel & Wilken Co
16 " "	Geo Borgfeldt & Co

LIVERPOOL

8 packages earthenware	The Rowland & Marsellus Co
27 " "	E Boote
45 " "	H C Edmiston
4 " "	Froeber & Vollrath
31 " "	Maddock & Miller
14 " "	Meakin & Ridgway
8 " "	L Straus & Sons
5 " "	Strobel & Wilken Co
115 " "	Miscellaneous Orders
21 " toys	Strobel & Wilken Co

ROTTERDAM

492 packages earthenware	Geo Borgfeldt & Co
14 " "	L D Bloch & Co
34 " "	Bawo & Dotter
18 " "	B Ilfelder & Co
17 " "	Lazarus & Rosenfeld
25 " "	Miscellaneous Orders
2 " glassware	Graham & Zenger
93 " toys	B Ilfelder & Co
205 " "	Geo Borgfeldt & Co
52 " "	Bawo & Dotter
9 " "	F A O Schwartz

HAVRE

22 packages chinaware	Wm Guerin & Co
24 " "	L Straus & Sons
12 " "	J H Venon
15 " "	H R Churchill
68 " "	Miscellaneous Orders

SOUTHAMPTON

4 packages chinaware	Bawo & Dotter
7 " "	L D Bloch & Co
14 " "	H Creange
91 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

36 packages earthenware	Jones, McDuffee & Stratton Co
5 " "	R H Stearns Co
22 " "	A W Chesterton
7 " "	Rowland & Marsellus Co
4 " "	Houghton & Dutton
20 " "	Mitchell Woodbury & Co
11 " "	E Boote
4 " "	E Butler
144 " "	American Express Co
5 " "	Miscellaneous Orders

ANTWERP

11 packages earthenware	Jones, McDuffee & Stratton Co
21 " "	Stone & Downer Co
4 " "	A W Chesterton
63 " "	L Wolf & Co
6 " "	Mitchell, Woodbury Co
182 " "	Geo Borgfeldt & Co
20 " "	Miscellaneous Orders

HAMBURG

277 packages earthenware	Jones, McDuffee & Stratton Co
66 " "	L Wolf & Co
14 " "	Bawo & Dotter
8 " "	Patterson, Wyld & Co
128 " "	J B Moors & Co
31 " "	F W Woolworth
9 " "	L E Knott Apparatus Co
107 " "	National Despatch Co
11 " "	Simon Bache & Co
5 " "	Geo Borgfeldt & Co
28 " "	Ocean Transit Co
41 " "	Miscellaneous Orders

CHINA AND JAPAN

53 packages earthenware	Jones, McDuffee & Stratton Co
33 " "	Miscellaneous Orders

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 4, 1910

WAGES ADVANCE ON PRESSED CLASS.

IT is the unexpected that happens. When the Association of Flint and Lime Glass Manufacturers met in Atlantic City, July 6th, it was not thought that the working men would make any demands, but when it came to the pressed ware department a fight was on. Some of the workers wanted a ten per cent increase and some were satisfied with five per cent. The manufacturers actively opposed this increase and after a long debate a compromise was reached whereby the workers gained a five per cent increase all around. This increase is very large on cheap ware and is not small on the better grades. Attempts were made to abolish the summer shut-down but the men won out in this case, also. There is no change in the punch tumbler and stemware scale.

WHY NOT GET TOGETHER.

THE editorial in last week's JOURNAL proposing a joint conference of the different associations has received very favorable comment in the trade. It is admitted that there are many points where the various interests can meet on common ground, and at no time in years has a condition existed when such a consolidation could be as easily or more advantageously effected. One serious problem which confronts the trade is the action of a certain house in asking

for unusual dating and which has complicated the business situation to such an extent that the silk and dry goods men, who have had the same experience as the crockery trade, are up in arms over it, and held special meetings to discuss the matter. In just this point alone, if nothing else, the importer and manufacturer could and should for the protection of their customers get together and agree on a mutual course of action. That the firm referred to has been granted concessions is well known. Possibly those who gave the dating did not realize the results that would follow, but having committed themselves, the next best thing is to arrange a basis for universal and equitable terms for the future. Cash discounts should be equalized, for, as it is now the different associations have different terms, and it would be a benefit to the retail trade if equal terms prevailed. Many other things need adjusting and the getting together of the different associations would be of mutual benefit to buyer and seller.

How to do it is a matter that the men in the trade are equal to if it is taken up as it should be.

PERSONAL.

TRAVELING in Europe on business is not all pleasure as some people suppose, yet there are times and occasions when the dull routine and grind of buying goods is alleviated. W. A. Crocker, who is abroad writes from Vienna that he has been enjoying the company of Eugene L. Belisle, American Consul at Limoges, who is on a vacation. Mr. Crocker says, "Weather and health fine and business prospects excellent." He leaves from Naples for home on the Carpathia due in New York, August 16th. He sends regards to all the "boys."

A. C. Griffith well known in New York and formerly buyer for Seth Hopkins, Baltimore, but now buying for Meir & Berkele, Atlanta, Ga., was in town placing orders

A. W. Mackenzie, of Meakin & Ridgway, departed on the Caronia on August 3rd for a combined business and pleasure trip.

Hugo H. Freudenfels is suffering from an over indulgence in bathing at Far Rockaway. The attendant pangs of sunburn and smarting are causing him much discomfort.

One of the "grand old men" of the trade, who is known to almost everybody is Thomas M. Lewis, representative of several glass houses of Cincinnati, who has been in town since the latter part of last

week. Mr. Lewis is seventy years of age, and is as active and vigorous as a young man. He left on the 3rd for his home town, and will stop at Pittsburgh and Wheeling on his way.



Victor G. Wicke, who has been at Atlantic City, attending the conference with the working men was in New York on Monday and Tuesday. He left for home on Tuesday night.



R. A. Cavanaugh, with A. Lisner, Washington, D. C., was in New York in the early part of the week. He says that their business is keeping up very well and it is a little ahead of last year's.



G. C. Tonolla, Jr., of the G. D. A. selling force, returned Monday from his vacation in Pennsylvania.



H. S. Clarke, of Robert Siimmon & Co., returned to headquarters Monday from a two weeks' vacation in the Adirondacks, prepared for a strenuous fall campaign for orders.



Leonard Rouquart, of the Ceramic Importing Co., who has been at his factory in Limoges for several weeks, is scheduled to sail from France August 20th.



Benjamin Lynn has taken a position as traveling salesman for the Southern Glass Works of Corning, N. Y.



Miss Levien, buyer for Stern Bros., was a passenger on the Oceanic arriving home from Europe on Wednesday of this week.



Jno. E. Plummer, of the J. Pouyat Co., is off for a two weeks' vacation, having left on Monday.



E. W. Schulz, of the H. C. Kupper traveling staff, left last Friday for Flanders, Long Island, to duplicate recent catches of porpoises in Peconic Bay.



Thos. Smallwood, Jr., with G. D. A. withdrew from the District last Friday to spend a few weeks in the Adirondacks with his family.



W. E. Doctor, of Doctor & Solomon, is passing a short vacation in the Catskills.



John Nixon, of the Fostoria Glass Co., would like to inform his friends, who are unfamiliar with the postal regulations in England, that the reason they

are receiving blank picture post cards is because writing is not permitted on cards going to foreign countries. He is enjoying his trip immensely.



Claude Gill, New York and Eastern representative of Gill & Co., left his New York office Saturday for a few weeks in the Catskills.



Archibald Burns, of C. B. and J. Warner, leaves Saturday with a blank order book and a full line of Turner & Seymour specialties. He intends to collect autographs in the former by showing the latter to the Atlantic Coast trade.



R. W. Fiske, of the Consolidated Lamp and Glass Co., returned from the Adirondacks last Sunday where he has been spending a two weeks' vacation. He left Monday to cover New England and New York State. He expects to be out until October 1st.



A. C. Hanes, of C. Dorflinger & Sons, returned Monday from a two weeks' vacation in the Adirondacks.



Const P. Schwarz, proprietor of the United States Crystal Glass Co., of Bremen, Germany, who has been making his annual visit, returned on the Prinz Friedrich Wilhelm on Thursday.



W. D. Sanford, buyer for the Pettis Dry Goods Co. of Indianapolis, made his usual rounds among the trade last week renewing acquaintances and annexing glassware, lamps and crockery.



W. T. Walker, of the Walker Mulligan Furniture Co. of Savannah, Georgia, was busy this week looking over lamps, and also connecting with specialties in glassware for the premium department of his house.



Gilbert Coblin, a furniture dealer in Washington, D. C., was in the market last week for fancy china and cut glass.



E. L. Van Buskirk, with Morimura Bros., is back from his vacation; M. J. Geary has gone West on his regular tour and O. S. Allenmen is on his way to the Pacific coast.



David Reed, for twenty-nine years actively engaged in the bottle industry, and occupying the position of district superintendent for the American Bottle Co., of Massillon, resigned August 1st to take

a well earned rest and retire from active business. He is succeeded by Aaron E. Witter.



J. H. Venon, who has been abroad for many weeks, will sail for home on the Providence leaving Havre August 6th. He is due on the 12th.



Geo. H. Wheelock, of Peoria, Ill., arrived in New York last Thursday afternoon on his way to Europe. He sailed Saturday on the Kaiserin Auguste Victoria.



F. H. Piercy, inside salesman at the Weller and Jewel showrooms on Park Place returned Monday from a week's sail on Long Island Sound.



Thos. A. Malone, china and glass buyer for Sheehan, Dean & Co., Elmira, N.Y., came in Tuesday for a ten days' stay. Mr. Dean was with him.



J. H. Harris, head buyer for the Siegel-Cooper Co., and Greenhut's, is away on a two weeks' vacation which began Monday.



Geo. Lobsitz, one of the Claflin buyers, is away from his headquarters in the Adams-O'Neill building, on a vacation.



L. H. Bown, general manager of the Buffalo Pottery Co., came into the city Tuesday and sailed for Boston Wednesday. While here, A. H. Ledden, the factory's representative, piloted him about the District on a handshaking cruise.



J. Duncan Dithridge sailed last Monday from Hamburg, having visited many of the points of interest on the Continent. Mrs. Dithridge accompanies him.



Wm. McClelland, china and glass buyer for Rothenberg, Price & Rosenbaum and Barnett Bros. departed last Saturday on his vacation of two weeks.



Jno. J. Hines, of Blakeman & Henderson, is back from his vacation thoroughly bronzed and happy.



N. H. Gardinier is no longer connected with Gimbel Bros.

WARRANT OUT FOR KUNERT'S ARREST

IN the city court of Buffalo, N. Y., a warrant, charging grand larceny in the first degree, was issued for the arrest of Joseph Kunert, former treasurer of the Amalgamated Glass Workers' International Association of America. The allegation is that Kunert

appropriated to his own use \$1,000 belonging to the association.

Application for the warrant was made by Joseph Lang, financial secretary of the association, and D. L. Stettler, who also is an officer of the organization. They claim that the money was taken more than a year ago and that Kunert has been missing from the city since that time.

The failure of the officers of the organization to call the attention of the authorities to the matter before is said to have been due to their efforts to be reimbursed for the loss by the bondsmen of Kunert.

CREDIT DEMANDS STIR WHOLESALERS.

THE results that will follow the extraordinary dating extended to a new department store by some houses in the dry goods trade will be watched with unusual interest by the houses that refused to agree to sell the firm in question on a basis of credit unheard of heretofore. The buyers for the new firm acting under instructions, demanded from silk manufacturers and others in the textiles field, dating of ten days, six per cent from April 1st 1911, on all goods purchased for September, 1910, delivery, which would mean a credit of eight months.

It is stated in the trade that these demands were so unusual and were made with such persistency that several of the bankers in the trade concluded that drastic measures had to be taken to curb what was regarded as a move that menaced a very important financial custom, namely, a uniform basis of credit to all. It was recognized that any departure from the way business was being conducted would be harmful and that were the favor granted to one the others had a legitimate right to demand the same recognition.

According to the report prevalent in the silk market ten of the largest commission houses met for the purpose of refusing a demand that was considered extraordinary, and it is stated that most of the firms decided not to give the time requested, although the terms agreed on by the majority were ten days, six per cent, from January 1st, 1911. Some compromised on the same terms from February 1st, next, while one prominent house granted the retailer the full time asked for.

When other large retailers heard of this occurrence they immediately claimed the same courtesy be granted them, and now the outcome of this show of favoritism will probably bring down a hornet's nest about the heads of the sellers because of the elastic system of credits. Those who refuse to sell on the terms specified by the newcomer in the retail field contend that the loss of business they incurred by taking the stand they did will be more than offset by a growth in prestige when the facts become known to their customers. —*New York Journal of Commerce.*



AT BOSTON.

NO better illustration of general business conditions in Boston can be cited than to walk along Tremont, Washington or Boylston streets, the heart of the retail commercial district, and note the attempts to boost trade. There are more kinds of sales than you could imagine, although the department stores say there has not been a great response from the public. Here are some of the "first aids to the injured" for business bruises, that adorn the windows and advertising of many stores: Annual Clearance Sale, Grand Mark-Down Sale, one-third to one half off Sale, Genuine Bargain Sale, August Sale, Mid-Summer Clearance Sale, Before Stock Taking Sale, Annual Mark-Down Sale, Annual Mid-Summer Sale, Pre-Inventory Sale, Red Letter Sale, Great August Sale (with twenty five per cent to forty per cent off regular prices), Mid-Summer Sale (profits not considered, cost prices entirely ignored), one-half-price Sale, ad lib. China, glass and crockery business is about normal, but with the present status it is impossible to gain any foresight of the coming season's volume. The trade is optimistic and has every faith in fall developments.

Cecil E. Taylor, of the Knowles, Taylor and Knowles Co., East Liverpool, is expected at Young's Hotel about August 15th, where he will exhibit a strong line of dinnerware—the best line they have ever put out."

One of the local papers advertises that it will "give away" (for seven coupons and \$2.40) but 200 more sets of English Blue Willow Ware (imported) breakfast sets, thirty-three pieces. This ends its crockery premiums.

Harry Barth, of L. Barth & Son, New York, the hotel supply house, came into town unexpectedly last week, remaining a day or two.

Jim Hanning, Jordan-Marsh Co.'s versatile china-glass buyer, was in jocose spirits last week, saying he was going right away for a vacation to get in trim to withstand the heavy talk of those New York china sellers, when he goes over there about August 15th. He will also visit other markets on that trip including Philadelphia.

Murt S. Wallace of the United States Glass Co., was strolling through the District last week when one of a group of men shouted "Hello!" and stepped out to talk to him. When they were about to shake hands, he said to Murt: "Excuse me,

I thought you were the man who writes for the CROCKERY AND GLASS JOURNAL." Now Mr. Wallace is a pretty good looking fellow and the writer feels complimented, but I wonder how Murt takes it!

The Jordan-Marsh Co. has numbered the aisles of the various floors, thus making it very easy for patrons to find the various departments. This is the only store in Boston using the "number" system.

A seasonable novelty seen at the warerooms of Jones, McDuffee & Stratton Co. is the "corn server" This is composed of three parts—two silver picks with handles to be stuck into each end of the ear, which are placed on grooved slots of the corn dish.

Bigelow, Kennard & Co., will shortly begin raz-ing half of their present store, using one-half of their present quarters for their business. A new high building will be erected, and the first half will be started at once. When completed, the merchandise will be removed to the new building, and the other half erected. It will require more than a year to finish the work. J. H. Cecil Watson, the energetic manager of the art department, has returned from his Montreal vacation.

Charles Smith, crockery and glass buyer for Brown, Thomson & Co., Hartford, Conn., looked over several lines last week, notwithstanding that he was here for pleasure only.

"Jim" Uniack, of the Hunt Glass Co., Corning N. Y., was in town this week. It is pleasing to learn that Eddie Uniack is rapidly regaining his health.

R. H. White Co. is advertising a \$15 solid brass lamp for gas, oil or electricity at \$3.45." The claim is made that it took over fourteen months to complete the first sample and it is one of their best bargains. Eddie Hamblin, the cut glass buyer, will leave shortly for a round of various eastern markets.

Here are some more boys that are coming to Boston; W. L. Young, of the Smith, Phillips Co., china, East Liverpool, O.; W. R. Elliot, of the International Silverware Co., successors to the Meriden, Conn., firm and William H. Bush, of the Economy Tumbler Co., Morgantown, W. Va.

In town last week: George Silvia, of the Pair-point Corporation, New Bedford, Mass.; Mr. Clothier, of the Libbey Cut Glass Co., Toledo, O.; Louis Cruveilhaer, of L. Bernardaud & Cie, china, New York; Edward A. Unger, East Liverpool (O.) Potteries Co.; Mr. McKay, of the Charles Parker Co., Meriden, Conn., electric lamps; Mr. Weintraub, of the International Silverware Co., Meriden, Conn.; Marshall Cutler, of Florence, Italy, bronzes, and Eddie Ledger, with the Royal Doulton line of W. S. Pitcairn.



BUSINESS BRIEFS.

Phillips Feil has closed his five- and ten-cent store at Doylestown, Pa.

Fred Radtke, Lucan, Minn., has opened a general merchandise store.

T. H. Kelly, Oxford, Iowa, will open a general merchandise store.

W. D. Clow Bradgate, Iowa, will open a new general merchandise store.

Walter Frye has purchased the Arcade five- and ten cent store at Pekin, Ill.

Forest Mays has purchased the general store of J. W. Rice of Logansport, Ind.

S. J. G. Irwin, Creighton, Neb., has just opened a new general department store.

R. H. Dewey, of Dunkirk, N. Y., is enlarging his five- and ten-cent store there.

A general merchandise store will be started by Charles Vashaw, at Butternut, Wis.

D. F. Martin, De Sota, Wis., is to start in the general merchandise store business.

Joseph Dyer has opened a five- and ten-cent store in the Shield building at Thorndike, Mass.

Otto Bros. have opened a new department store at Marietta, O. C. W. Downie is the manager of the establishment.

Andrew Walls, Clearbrook, Minn., has opened a hardware store and will handle pottery and glassware on an extensive scale.

Pine Bluff (Ark) Hotel Co., formed with \$250,000 capital is to erect a six-story fireproof building. J. B. Talbot is president.

Parker Hardware Co., Anderson, Mo., has just been organized and will handle domestic pottery, glassware and enameled ware.

Catalogues are asked for pottery, glass, enameled ware and housefurnishing goods by the Brabham Hardware Co., Allendale, S. C.

The American Pottery Co. has found suitable clay on the Foard farm on Red Hill, Elkton, Md., and will erect a \$250,000 plant on the grounds.

The Warren-Webb Mercantile Co., Grain Valley, Mo., capital stock \$7,500 will handle housefurnishings china, domestic pottery, enameled ware, and glassware.

The Waynesville (N. C.) Hardware Co., capital stock \$25,000. will have a special housefurnishing department and will handle glass, pottery, china and lamps.

A housefurnishing goods department will be featured by the new Parker-Marshall Hardware and Impliment Co., Buhl, Idaho. China, glass, and domestic pottery will be handled also.

The Royal Glass Company, of Centralia, Ill., has been formed to manufacture all kinds of glass; capital \$75,000. Incorporators: E. A. Giggall, D. B. Robertson, J. J. Bundy, all of Centralia.

The Laurel Cut Glass Co., of Jermyn, Pa., has had a good run of business, and have been working full time all the year except for one week in which they shut down for inventory and repairs.

Electric Daylight Co., of New York city, incorporated to manufacture electric lamps, etc. Capital \$100,000. Incorporators: W. H. Gardiner, A. W. Young, and B. R. C. Low, New York city.

Meteor Gas Co., of New York city, incorporated to manufacture and deal in lamps, etc. Capital \$50,000. Incorporators: M. D. Abrams, E. F. Abrams New York city and G. Leveane, Yonkers, N. Y.

The Victor Hotel Co., of New York City, incorporated to operate hotels, etc. Capital \$60,000. Incorporators: C. A. Hollingsworth, New York city K. Berger, Bronx and I. C. Greenblatt, Brooklyn.

The Oriental Cut Glass Co. Toledo, O. has been incorporated with a capital of \$15,000. The following are the incorporators: John W. Fisher, Emil Krall, Victor Guslovson, Max M. Seide and W. J. Skeban.

The Macbeth-Evans Glass Co. has taken out leases for the store and basement 19 West Thirteenth street, the first and second loft in 426 West Fourteenth street, and the third loft in 483-5 Greenwich street.

The Royal Copenhagen Porcelain and Danish Arts and Crafts Sales Exhibit, Fishkill has been incorporated to manufacture import and deal in pottery, porcelain, etc., capital \$35,000. Incorporators: E. J. Forhan, G. F. Martin, H. P. Jones, New York City.

The New York Crockery and Glass District.

The small wall brackets and lanterns just received by Edward O. Coles, general sales agent for J. Morgan & Sons, are decorated in a very unique fashion that demonstrates the many beautiful color schemes obtainable in modern stained glass. The fixtures are in bright, dull, antique and hammered brass finishes, and are very strongly made. Shades for inverted gas are also included. The firm has quite a large number of samples on display, and expects to double its business on these fixtures this year.

The Imperial Glass Co., of Bellaire, O., has struck a rich thing in its new La Rochelle pattern. The samples shown by Cox & Lafferty have taken the eye of every buyer who has seen them. The vase particularly attracts unusual attention and without disparagement to any other line in the market, it can be said it is probably one of the best pressedware patterns ever shown. It is a combination of the mitred cut glass style and rock crystal effects. The metal is good. It is surely a winner.

Bawo & Dotter Ltd., will open a permanent sample room in Pittsburgh, at 615 Liberty avenue, on or about Aug. 15th, where they will show complete and select lines of china, glass, bric-a-brac, dolls, toys, housefurnishings, clocks, etc. Frank Zoellig will be in charge. Mr. Herr, after many years of hard service, intending to be less strenuous in his activities, has decided to remain in New York, and will be happy to greet his friends when they come to the market.

They are showing as a new article in this market, "The Cup of Destiny," which is patented. On the inside of the cup is painted about twenty-two symbols. Around the edge of the saucers the old witch on her broom-stick is depicted. The Cup of Destiny is based upon the old custom of telling fortunes from the tea leaves remaining in the cup after the tea is drunk. The symbols painted within the cup indicate luck, love or adventure as the tea leaves fall upon the horseshoe, the heart, or the slipper, etc. The Cup of Destiny is an amusing addition to the tea table. It makes a novel card prize, favor or gift.

This cup has created quite a sensation in England and the sale has been enormous.

J. H. Venon has added to his other lines some fancy goods in Swedish earthenware. A particularly good line is a matt glaze in two greens. There are also some jardiniers, pedestals and large bisque figures. Many new designs in table glass have just arrived.

Louis Wolf & Co., have arranged to move to their new quarters earlier than they expected. They now hope to be installed by the first of October.

Chas. L. Dwenger has received samples of several new decorations on the now famous Barclay shape. They are neat variations of the ever popular coin gold bands and lines. The decors on the Hohenzollern shapes have also received new recruits. One of these is a plain gold border band; another carries a gold border band embellished with a floral decor; still another carries a black line superimposed on a gold band. The Hohenzollern is a plain shape, well potted, symmetrical, and in perfect harmony with the decors

A. R. Marryatt has received a considerable number of new pieces in cut glass from the Pioneer Cut Glass Co. There are new combination punch bowls, two handled nappies, celeries, olives, and most noteworthy of all, a special cream and sugar. The cutting on the latter has the advantage of combining a distinctly new and attractive floral design, something after the style of the rock crystal cutting. The leaves are outlined by a novel fine line frosted effect. The prices on the new goods are surprisingly low, and they are far above the average in finish.

Bates & Leddon, 65 W. Broadway, are showing a complete line of the widely advertised Guernsey brown and white cooking ware. The manufacturer sometime ago adopted the modern plan of supplementing its trade journal advertising by general magazine

advertising, thus helping the salesman sell to the retailer and then sending the housewife to him to buy Guernsey.

Robert Slimmon who returned recently from his annual trip to his English factories brought a number of samples of new things with him. The big consignment will follow later from A. J. Wilkinson, Bourne & Leigh, Weatherby, Sudlow, and Upper Hanley potteries.

E. H. Hammond, representing the Eygabroat-Ryon Cut Glass Co., has just unpacked a dozen new whiskey and wine decanters. There are distinguishing features in each of them, some handled, some handled and footed, and some with the regulation shape but carrying new cuttings. The stoppers are all cut. Many other new samples, carefully designed, are expected to arrive shortly.

Fondeville & Van Iderstine received quite a number of samples recently of their new line of "Poroutaud" French china. On looking over the new arrivals, the firm is more enthusiastic than ever over the success of the line, and intend to feature it during the coming import season.

The sidewalk in front of the Bassett establishment on Park place was crowded last week by the arrival of many casks of the new goods selected by Manager E. F. Anderson on his recent European trip. A steady stream of these casks was kept rolling through the door to be unpacked down stairs where certain lots were set aside for the corps of salesmen who are now making their first calls of the season. The displays on the various tables are gradually undergoing a metamorphosis; the new shapes and patterns displacing the older ones in the prominent locations. This change in display is constantly going on in the Bassett showroom and accounts for the fact that even the frequent visitor is always met with a new and fresh display. There is always something new either in the patterns displayed or in the method of arrangement. The plan is one that should be followed more generally by firms in the District.

A. P. Doctor, of the Central Glass Works, is showing the latest "Daisy" wheel engraved design in rock crystal table ware. The assortment embraces about 65 pieces, and includes a general line of stemware, tumblers, sherbets, decanters and bowls. A new stopper is also being used through the entire line, which is made in quarter diamond cutting, instead of the full diamond used heretofore.

About a dozen new gracefully shaped decorated opal vases took their place with the line of the Fos-

toria Glass Co., a short time ago. The strongest point about the line, aside from the new floral decorations is the fact that they can be retailed with a fair margin of profit, from twenty-five cents up. The novelty decoration, used on the Fostoria lamp shades, that blends the colors together with a soft outline, is shown in the assortment of vases. Without doubt they are very tasty and should find ready sale at the stores.

FOREIGN MAIL BURNED.

ALL mail matter destined for certain parts of Europe and despatched from New York on the French liner La Lorraine, which sailed July 21st for Havre was destroyed by fire which occurred in a railroad post office on French territory. The Post Office Department received a cablegram July 30th from the French postal authorities notifying them of the loss and asking that proper steps be taken to inform the senders of the mail.

The offices to which the destroyed mail was destined, the despatch says, were the German cities of Cologne, Hanover, Hamburg, Berlin, Bremen and Kiel; Verviers, Belgium; Korsor and Copenhagen, Denmark; Malmo, Nassjo, Gothenburg and Christiana, Sweden; Prague, Austria; Cracow and Warsaw, Poland; St. Petersburg, Moscow and Odessa, Russia, and Helsingfors, Finland

BROOKLYN CUT GLASS SITUATION.

A PROMINENT cut glass manufacturer in Brooklyn, in an interview this week with a representative of the CROCKERY AND GLASS JOURNAL, said:

"The situation of the manufacturer here at the present time is peculiar in regard to labor. Since the last strike, some months ago, the men are more strongly organized than ever, and, in some cases, are practically running things to suit themselves. This situation is made possible for the reason that there is no organization among the manufacturers. Several times an attempt has been made to form an association, but it seems impossible to get the manufacturers together and make any decisive move. Just after the recent strike there was considerable talk about forming an association for mutual protection, but like other attempts of a similar nature there was plenty of free lance oratory but nothing done. It is generally known among the manufacturers that had there been an association in existence, the strike would never have assumed the proportions it did, and would also have resulted in a victory for us. The Brooklyn manufacturers, as a whole, are dissatisfied with conditions as they are, but are exceedingly slow about taking steps toward combined action."

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Indications point to a larger variety of exhibits during the glass and pottery show at the local hotels next January than ever before.

Hotel managers have started to book reservations, and these are coming in rapidly. When the salesmen left last season the majority of them declared they would take the same space this season. Confirmation of these reservations are being made. Besides many firms that have not exhibited in the District for several years contemplate being here. The "crowd," of course, will be at the Ft. Pitt. Several new exhibits will be found at the Seventh avenue, while at the Henry, Colonial Annex and Anderson several new exhibits will be booked, so the hotel people say.

"You can just mark it down as a fact," said a well-known glass manufacturer, "that the demand for table sets is growing less every year, and I firmly believe the time is coming when the manufacturers will devote their time and efforts to something more profitable. We are selling fewer table sets this year than last, and the sales for 1909 were below 1908. In times past the table set proposition was a good one, but not now."

The vase line of the Millersburg Glass Co., is said to be one of the largest ever placed before the trade. Several new patterns have been recently added to its iridescent lines, which are something different than heretofore offered.

George Mortimer, president of the Mortimer Glass Co., of this city, accompanied by his wife are now making a three weeks' trip through the east in their automobile. Their first stop was at Philadelphia; and Atlantic City, New York and Boston will be next visited.

Frank Fenton, of the Fenton Art Glass Co., Williamstown, W. Va., has returned from his vacation trip, which was spent at Atlantic City.

A new colored glass and decorated line has been prepared by the United States Glass Co. This line will not be sold in crystal, which is a new departure.

The several lines are shown in green and gold, ruby and gold, and crystal with a ruby rose and gold relief figure work. The line is made especially for decorating purposes, and is an attractive one. Assortments will also be shown. M. G. Bryce, in charge of the commercial department of the company, has returned from a few days business trip to New York and the East.

Daniel Taylor, of the Pittsburgh, Lamp, Brass and Glass Co., has returned from an eastern business trip. Harry W. Ross, city salesman for the company, is spending his vacation at Ashville, Chautauqua, N. Y., in company with Mrs. Ross and a party of friends numbering fifteen.

Orders for tumblers have been coming into the offices so fast that the manufacturers have had to refuse the business. Several car load orders were refused in this District last week, to say nothing of the medium-sized orders that were sent back with the "regrets" of the firm. The fact is, the buyers delayed too long in placing their orders and did not anticipate an advance. Not only has the business on common jelly tumblers been heavier than usual, but on the common table lines as well. There are many orders on the books for the tumbler lines now that will never be filled according to specifications, so far as time is concerned.

There will be no more changes in the price of glassware this season, according to a reliable authority. Some slight advances are expected to be made on several lines in January.

Letters received by local glass manufacturers from jobbers in the Southwest are of an interesting character. These messages tell of the bumper crops in that territory, and of the good prices that are being received for them. Concerning fall trade, the writers look for the best in recent years.

W. J. Dillon opened this week in Louisville with the lines of the United States Glass Co., and W. I. Campbell opened in Cincinnati. Both are working toward the Southwest. W. F. Jones and S. R. Frazier

opened in Cleveland, Monday, for the same concern, and both are working to the Northwest.

All manufacturers of confectioners' glassware are looking forward to heavier buying this fall than prevailed last season. A number of new effects in jars will be shown, as well as in trays. The buying of these lines is always heaviest in the late fall, as the goods are used mostly in the winter.

There will be an exceptionally heavy demand this fall for the deep needle etched and light cut glassware. Because of this indication, every manufacturer of that line of goods is impressing on the trade, both by letter and personal interview, the necessity of getting their orders in the factories at the earliest possible moment. "There's going to be a great howl from some of the buyers later in the season because they have not had shipment of these lines," said one manufacturer. "We can't help that, for we know what's going on at the factory and know how orders are piling up. The buyer does not. All I have to say now is, that the buyer who does not anticipate his wants for these lines at once, and get the business on the books at the factory during September, the chances for his goods being shipped on time are exceedingly black—not dark."



The Wellington Glass Co., Cumberland, Md. which operated only ten pots during the last fire, started the new season with a capacity of fourteen. The blowing department of the Wellington closed June 25th, a week ahead of the specified shut-down in order to permit of many improvements and repairs to the plant.

With the Potomac Glass Co., the year-end promises much. A number of new things have been added to the line, and the sales department is assured of a busy season.



The bulb department of the Fostoria Niles, O. Glass Co., which has been a part of the business of that company at its Fostoria plant, is to be transferred to the new plant the company is erecting here.



The stemware lines of the Morgantown, W. Va. Seneca Glass Co., have been improved of late and the orders for the several lines indicate that they are proving popular with the retail buyers. The company has been working its shops full time.

It is very uncertain, it is said, as to when the new Crystal Tumbler Co., will start operations here. Work has been started in the mold shop, but report has it that the company has been unable to make an arrangement for fuel supply. Another report states

that if the company fails in this effort here, that funds will be found available for the removal of the plant to Clarksburg.

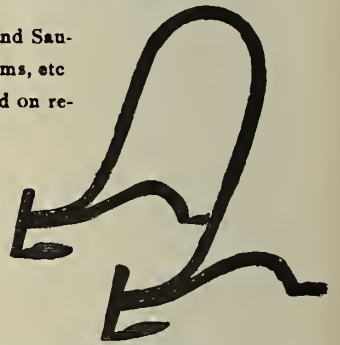
ENGLISH FACTORIES CLOSED THIS WEEK.

MOST of the English factories are shut down this week to make the annual clean up, repairs, improvements, etc. Owing to pressure of business every factory that can, will resume operations on next Monday or Tuesday.

ESTABLISHED 1873.

BRASS EASELS AND PLACQUE HANGERS

For Plates, Cups and Saucers, Photos, Albums, etc
Samples forwarded on request.



ABELS & CO., 460 West Broadway New York

MANUFACTURERS

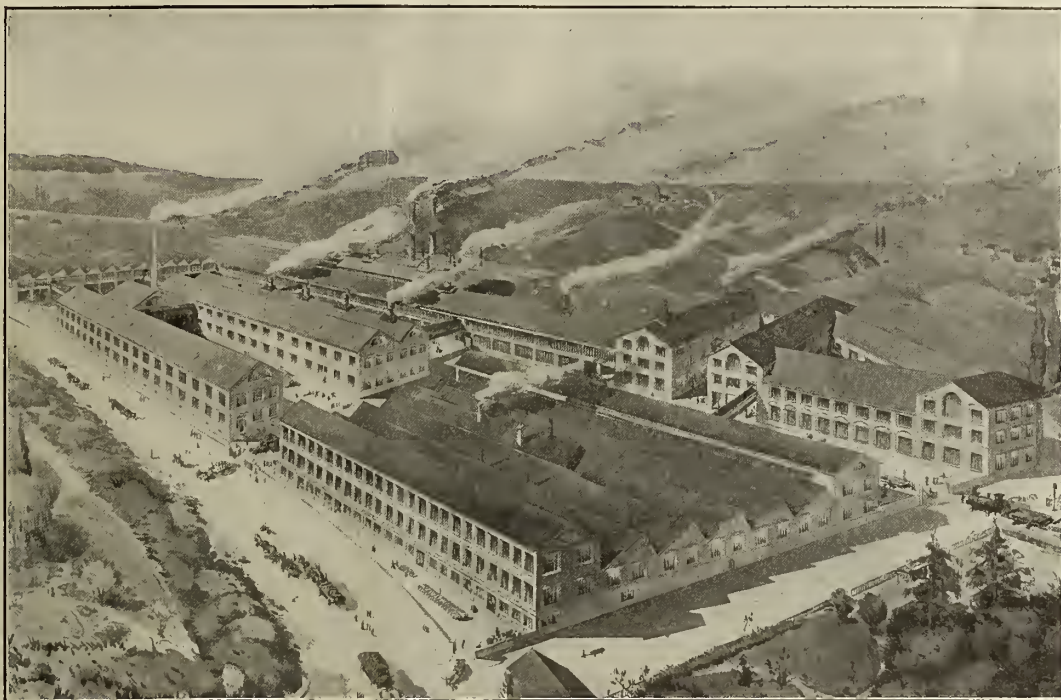
WILKINSON COMPANY.



T. W. HAMILTON,

47 Barclay St.,

New York.



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

WHEN THE EARTH WAS YOUNG.

GOOD old days? Huh! They were back in the dim past when West Broadway was infested by reptilian leaf-eaters. The antediluvian pot-maker was an optimist. He didn't have to bother about freight rates, or wonder whether sales would exceed those of the preceding season. No, sir! He simply squatted in the cramped entrance of his particular burrow, surveyed his array of crocks, and contentedly awaited the approach of purchasers. Life to him was something to be enjoyed. He didn't care which cave-dwelling damsel made the smallest imprints in the oozy shore with her mosquito bitten feet, or which pleosauric woozlebeast made the biggest splash in the Hudson river. As has been said, he was an optimist.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—For Ohio, Indiana and Michigan, an A 1 cut glass salesman. Must come well recommended. Address Box 724, this office.

LAMP SALESMAN WANTED—An exceptional opening is offered to an A 1 man who knows the lamp trade and can furnish first-class reference. We manufacture an exclusive line of gas and electric shades, portables and domes. Address, immediately, THE NEW METHOD ART GLASS CO., 3117 Penn Ave., Pittsburgh, Pa

WANTED AT ONCE—Responsible parties to take charge of our established line of cut glass on the coast and for the Middle West on commission. Address, with references, THE O. F. EGGINTON Co., Corning, N. Y.

AN A 1 cut glass salesman wanted January 1, 1911, for choice western territory. Our line is popular-priced and well-established. Replies considered confidential. Address G, this office.

WANTED—Salesman wanted to sell domestic china, one who has brains and is able to take large orders. Address Box 726, this office.

WANTED—Salesman experienced in selling table glassware to the wholesale trade in the United States. Only those with experience need apply, stating their experience, territory covered, with salary expected. Address Box 727, this office

BUSINESS OPPORTUNITIES.

WANTED—Side line commission salesmen for our American gold etched dinner and tea sets on Limoges white. L. W. LEVY & Co., 590 Broadway, New York.

WANTED TO PURCHASE.

WANTED—Second-hand miniature slip house or Patterson testing outfit. Large size revolution or excelsior pottery kiln. Address X Y Z, this office.

FOR SALE.

FOR SALE—Rare opportunity to buy old-established store selling fancy goods, notions, toys and stationery in heart of Stapleton. Two stores and one basement, 44 x 100 feet, on corner lot in splendid business section. Owner retiring. H W. KUNEMUND, 53 Wright Street, Stapleton, Staten Island, New York.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants.

(TEN FLOORS,)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son.
MONTEREY,	Ridgways.
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The NAPLES WREATH,	"
The BRIDAL WREATH Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The BALMORAL,	"
The SANTOS, White and Gold,	"
The ST. MALO, Apple Green and Gold,	"
The SIMPLON,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL	"
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The ATHENS, Cobalt and Gold	W. H. Grindley & Co.
The HOFBURG, Flow Blue and Gold,	"
The ROSALIND, Green and Gold,	"
The DEVONSHIRE,	Samuel Ford & Co
Old BLUE CANTON China, Hong Kong.	
Old BLUE FITZHUGH China, "	
Green and Gold MEDALLION Canton China, Hong Kong	
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co
Green FESTOON	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	"
The MONTEBELLO,	"
The SONDERBURG,	"
The NORMA,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The FRONTENAC,	"
The COUNTESS,	"
The MIRAMAR,	"
EMPIRE WREATH,	Porcelaines G D A China
The CASTIGLIONE	"
The MALABOR Hotel,	"
The BALUSTERE Hotel,	"
The CALVADOS, Encrusted Gold,	"
FONTAINBLEAU,	"
BLEU DE FOUR, Encrusted Gold. The NAVARRE.	J. Pouyat
White and Gold Encrusted, the LORRAINE,	"
The ATHENA	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The FULDA, Austrian China.	
The MUNICH	"
The INNSBRUCK,	"
The BARONIAL, White and Gold, Bavarian China.	
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros
Royal Dresden BLUE ONION Porcelain Crossed Swords brand.	
MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our ten lofts.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES, McDUFFEE & STRATTON CO., BOSTON



NEW YORK, AUG. 11, 1910.

THE CONDITION OF BUSINESS.



Another quiet week passed, and considering the large number of visitors in the city, even though they are on vacations, it would seem as if some of them would have found time to have done a little more buying. Many of them called at the various warerooms and after having passed the time of day excused themselves on the plea that they had their families with them or were going sight-seeing with friends. There were exceptions to this general rule as there were those who were here strictly on business and who attended to it with fidelity.

Quietness seems to have reigned at the factories as well as in New York and very few orders were booked, either for pottery or glass, by visitors.

Conflicting reports reach us as to the success of travelers. In some sections a good business is done, in others it is not at all satisfactory, of course, as usual, many buyers are away and stock-taking has not been completed in a great many instances.

In New York city, retail trade is exceedingly dull. This might naturally be expected particularly in the higher grade stores as the New Yorker has the fashion of getting out of the city as early as he can and staying as late as possible. There are more closed houses and flats in New York city this year than was ever known before. And while "everybody is out of town" there seems to be no diminishing of the crowds on the streets, for besides the people who

belong to the "Stay at Home Clubs" New York is filled with visitors and excursionists from all over the country. Still this big crowd does not seem anxious to take home souvenirs of New York in china and glass, but they have not gone yet and they may before leaving patronize crockery shops.

It is a strange condition which exists in this section of the country, where money is plenty, that business is not better than it is. Everybody is talking of the good times coming and everything points to the realization of that feeling and yet the movement does not start. It is true that it is mid-August, but in years gone-by far away buyers placed orders at this season. There are many here now from distant points but they are spending their time pleasure seeking. A condition which in itself proclaims prosperity for it costs money to see New York. A significant item appeared in the daily papers last week when the report of the savings banks was published. Deposits had increased by more than 100,000 individual accounts and the sum total of the deposits was increased by millions. Again, a later report concerning the number of unemployed was given out showing a better condition even than that which we reported a few weeks ago and that in spite of the fact of three heavy strikes which occurred in the mean time.

One drawback in the labor field is that since that report was published the cotton mills in the East have closed down for periods varying from ten days to two

weeks, occasioned it is said because speculators who have control of the cotton market were asking exorbitant prices for spot cotton. Of course this is only temporary.

The summer is going fast and as soon as the vacation time is over there seems to be no question but that there will be a revival of business everywhere and there is an even chance that a share will go to the crockery trade.

The housefurnishing goods men are expecting a big trade week after next when the exhibition at Madison Square Garden will be on. Many buyers are already here and a good crowd will undoubtedly visit the show.

There has been little or no change in **Trenton.** business conditions here during the past week, although a fair volume of orders for September delivery have been received. All potteries are working to their limit, collections are reported good and conditions in general have a very bright outlook.

Business with glass factories in this territory is keeping up very well so far this month, and compares quite favorably with the records of previous months. There is a tendency to get orders in early on the part of some buyers. The glass strike at Rochester will have a tendency to divert a lot of orders from there. All salesmen are out. Mail orders are said to be good. Collections are a little slow from some sections.

Excellent business conditions are reported by glass manufacturers here. Orders are plentiful. Stocks are not large, indicating that business is being shipped very promptly.

In this section glass manufacturers report very favorable conditions. Orders are coming in nicely, and this is assurance that the fires will continue steadily throughout the year.

Trade has been a little off-color during the past week or ten days in the western pottery district. Many potteries, while in operation, could take care of considerable more business. Salesmen are doing very well on the road, but a lot of match orders are being received. Orders accompanied by specifications for shipment as late as November are also being booked.

BUSINESS BRIEFS.

E. J. McFarland has opened a china store in Eastherville, Pa.

Frey's Arcade five-and ten-cent store opened on August 6th at Pekin, Ill.

Judge Hough on August 3rd heard arguments on the adjudication of the two involuntary petitions in bankruptcy against the United States Restaurant and Realty company, which conducted the Cafe de l'Opera, in Broadway, near Forty-second street, one of which was filed on April 9th, before the amendments to the bankruptcy act were passed, and the other was filed on July 7th, after the amendments were passed. The Judge dismissed the petition filed on April 9th and reserved decision on the second petition. Counsel for the company raised the question that the company could not be declared bankrupt because the act of bankruptcy alleged—making an assignment—occurred before the amendments were signed by President Taft on June 25th, and the amendments therefore did not apply. Both petitions were filed by William C. Rosenberg for the same creditors, with one exception.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g July 23 '10	Correspond- ing period 1909	Exports Jan. 1 to July 23, '10	Correspond- ing period 1909
Boston	94	141	4594	4115
New York	159	172	4382	3178
Baltimore	292	932	8205	10298
Philadelphia. .	13	197	3565	2998
New Orleans....	171	82	1447	1725
Newport News .	....	....	155	922
San Francisco ..	....	....	....	151
Portland (Me.)..	....	....	1029	1871
Galveston ....	....	....	669	773
Portland (Or.)..	....	....	....	95
Inland Points ..	....	....	1365	679
Total	729	1524	25411	26805

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g July 23, '10	Correspond- ing period 1909	Exports Jan 1 to July 23, '10	Correspond ing period 1909
New York	159	232	4212	4772
Boston	45	136	4153	3885
Philadelphia....	13	197	3049	3272
Baltimore	292	932	8258	10965
San Francisco ..	....	....	....	151
New Orleans. .	171	82	1114	1701
Portland (Me.)..	....	....	591	1943
Galveston .....	....	....	1130	756
Newport News .	....	....	155	922
Portland (Or.)..	....	....	30	55
Inland Points	...	...	1116	864
Total	680	1579	23808	29286

The New York Crockery and Glass District.

Quite a change has been made in the displays of dinnerware, fancy goods and novelties on the tables at Bawo & Dotter, by the arrival of the new samples of stock goods. The firm draws its goods from so many French and German factories that an exceptionally wide range in patterns and prices is offered.

Cox & Lafferty have had a very heavy business in the new La Rochelle line made by the Imperial Glass Co., all buyers who have called to see this line, have placed nice orders and predicted it the selling pattern for this Fall.

Some of the crockery men in the District have been short of ready cash for the last few days owing to the fact that the European-American Bank at Dey and Greenwich streets closed their doors last Saturday. It was a small bank with only about \$200,000 deposits. It is said that difficulty in collecting loans crippled them but that ultimately the depositors will be paid in full.

Robert Slimmon & Co. have received their new goods from A. J. Wilkinson, Ltd., Bourne & Leigh, Upper Hanley Pottery Co. and J. H. Weatherby & Sons. The lines are exceedingly attractive, showing many new treatments and novel ideas. There is character in them and if possible the work is better than ever.

Thos. W. Hamilton is illustrating on another page a lamp from Wilkinson & Co., that deserves more than passing notice. The lamp is right and the price is right and there are others. Why not take a look at them and see if this statement is not borne out?

There has been quite a request this season for extra large portables, for use in rooms where a fixture is required to give light as well as to form a decorative ornament. In some cases difficulty has been experienced in securing the required articles. Edward O. Coles, general sales agent for J. Morgan & Sons, has made quite a feature of this style of fixture, and

is showing a large assortment of portables, ranging from a twenty-three inch spread down. The latest "mammoth" portables are fitted with cast bases in close imitation of hammered brass, in several graceful and artistic designs.

A very neat line of boudoir, table and library lamps is shown this week by George N. Blust of the Pittsburgh Lamp, Brass and Glass Co. The fixtures are small, and shown in both gas and electric, in two styles of globes mission and floral effects—and in four different treatments. A new line of vases has recently been opened which contains much to commend it. The designs are clear and artistic, including floral and fruit treatments, Arabian scenes, etc. The vases decorated with Lincoln and Washington heads, are particularly meritorious. Buyers will do well to investigate this line.

The Consolidated Lamp and Glass Co., will soon put on the market one of the most elaborate and handsomest lighting devices ever attempted by a decorated-lamp factory. An advance view of the article warrants the assertion that nothing just like it has ever been seen.

According to Hugh C. Edmiston, there are a number of "good things" in the import line en route to the Fourth street office.

There are several large "To-Let" signs posted on the Louis Wolf salesrooms just now, and preparations to remove to the American Woolen building are without a hitch. There is a good opportunity just now to pick up some very decent "finds" in the import samples that are being closed out.

A. G. Menzies has taken the Eastern agency for the electrical cut glass shades of the Pittsburgh Cut Glass Co. In his new showroom at 32 Park Place Mr. Menzies is also giving the Warner Keffer China line what is probably the best display that line has

ever had in New York. The arrangement is very tasty and the samples show up to excellent advantage. New samples in dinnerware and novelties are expected within a few days.

Blakeman & Henderson have just received a large consignment of new Limoges dinnerware samples, carrying decors varying from the white and gold to the more ornate floral schemes in colors. "B. & H. dinnerware" will be a slogan of the firm and its salesmen this fall, owing to the great enlargement in this line. New samples of the French fancy goods for which the firm has long been noted are arriving fast and this line will offer as great a variety as ever.

Wm. Dealing, who has the Belgrade line of tumblers, is showing a new packing case which the factory is using. To avoid the use of straw they have a card board with holes cut to hold a dozen tumblers. The holes are just large enough to let the glass slip through until it is within an inch of the top which holds the tumbler firmly in position. The edges of the card are turned over. A piece of corrugated card is placed in the bottom of the box. A card of a dozen tumblers is put in, then another piece of corrugated card and then more tumblers. The cards keep the tumblers from moving about, and are just as safe as a straw package, is much cleaner and cost the same as a barrel. The tumblers are packed twelve dozen or twenty dozen to the box.

AT PITTSBURGH.

SEVERAL New York merchandise men, reading in the CROCKERY AND GLASS JOURNAL of the wonderful successes in the past of the semi-annual remnant-day sales at the Boggs & Buhl stores, Northside, took the "tip" and spent a day at this store, July 29th taking notes. These men went from shipping room to the top floors and in every department, and much attention was paid to the china and glass department, which is under the management of Thomas A. Neely. At 10 o'clock on the morning of the sale, there was over a car load of stuff in the shipping department to be sent out of town. This opened the eyes of the visitors, and they did not hesitate to compliment the several managers for their energy. After the sale, the following notice was given the head of each department:

Total footings for Remnant Day show that this was the largest Summer Remnant Day this store ever had, which is very gratifying. Much of this great success is due to the interest manifested by all, which is additional evidence of their loyalty to this business. We appreciate this and thank you heartily.

Very truly,

BOGGS & BUHL.

At the Hotel Henry during the past few days were registered Tracy Bergen, showing a very handsome line of cut glass, and Harry B. Whitney, showing many new creations in domes, and shades from the Phoenix Glass Co.

W. J. Owen, representing the Potters' Co-Operative Co., was seen at the Colonial Annex. He is working the Western Pennsylvania territory.

Fire at the Glenn store in the East End was not as extensive as first reported. The loss was at first placed at \$15,000 but this has been reduced considerably after a general survey. The firm is doing business as usual.

Edward Smith, of the Standard Pottery Co., East Liverpool, was a recent visitor to the District.

Many of the buyers of the china and glass departments of the larger department stores here are now in the market for specials for January sales. Last year some of the buyers were late in placing their orders for these goods, and as a result did not get them on time. These buyers are now ready to place business of this character for December delivery.

Charles Ellis, is at the Colonial-Annex showing a very handsome line from the George H. Bowman Co., Cleveland. The features of the display are cut glass salts and peppers with sterling silver and mother of pearl tops and an extensive line of woven china baskets, fern and fruit dishes. Dinner ware and fancy brass goods are also being shown in a large variety.

Mr. Philips of the china and glass department of the McCreery stores is spending a brief season in the East, combining business with pleasure.

Charles Spier who has been representing S. Langsdorf & Co., here has started on a trip through Maryland and Central Pennsylvania.

W. H. Grieser, who has been showing the L. H. Mace & Co., lines at the Colonial Annex, has left Pittsburgh, going direct to New York, where he will immediately arrange for his exhibition at the house-furnishing show. His business here this season exceeded the record established last July.

Washington, Baltimore and Philadelphia will be the next stops made by Samuel Abrams who has closed his Pittsburgh exhibit of the L. & R. lines.

The Kinney & Levan display in the Century Building has been the mecca for buyers during the past few weeks, and since the new fall lines have been opened, the display is a most remarkable one.

W. W. Lang, who is in charge has re-arranged the entire display, and it is more attractive than ever.

* *

While the demand for open stock imported dinnerware is excellent throughout the country, salesmen opening here relate that there has been a remarkable falling off in the fancy goods line. Bisque figures however, are selling better than for years.

* *

Workmen are now engaged in arranging the third loft at 615 Liberty avenue, which will be occupied by Bawo & Dotter. A large silver lettered sign reading "Bawo & Dotter, Limited, New York", has been placed on the Liberty avenue window.

AT THE HOTELS.

THE first thing that strikes a person going through the New Grand to see the crockery, cut glass and brass line on display is the fraternal feeling that exists between the exhibitors. There is a complete absence of "cut throat" business methods, and, in fact, the buyers who have arrived have been shown from one showroom to another after their business was transacted. The lines now on display at this hotel include, Taylor, Smith & Taylor, G. T. Sutterly & Co., J. Hoare & Co., J. M. High & Co., Poole Silver Co., Flower City Cut Glass Co., and the Sterling Glass Co. One or two more lines are scheduled to appear soon, but it is impossible to say just when they will be installed.

G. T. SUTTERLY & CO.

H. T. Kneeland, of G. T. Sutterly & Co., Philadelphia, opened at the New Grand Monday week with a low-priced line of coffee percolators. The assortment on display is made up in three finishes and looks very good value when it is mentioned that the retailer can charge \$5.00 and make a good bargain. Attractively arranged, there can also be seen about twenty-five catchy designs in brass cuspidors. Just adjacent to the latter are fifteen numbers of brass umbrella jars that have many attractive features. A complete line of chafing dishes, in brass, nickel and brushed copper finishes are also included. The "Colonial" design, having an oak base and other fittings in this wood is especially good.

TAYLOR, SMITH & TAYLOR.

William T. Lynch, in charge of the Taylor, Smith & Taylor exhibit at the New Grand is featuring an individual breakfast set of "Latona" china which he is offering at the low price of \$30.00 a dozen. The set comes in many attractive patterns, with small

gold bands, and seems to have all the earmarks of a quick seller. Aside from this, the regular line, including also some specialties that are very good, is on view at the rooms.

JOSEPH IRONS.

Joseph Irons, of 1 West Thirty-fourth street, New York, made his semi-annual opening at the New Grand with the various specialties he represents. Among his many offerings there are some especially good samples of copper wheel engraved glass from J. Hoare & Co., of Corning, N. Y., one of the oldest cut glass factories in the country. The samples are shown in both frosted and polished effects. One of the specialties offered is a claret set, having a grapevine design, in copper wheel work. The pitcher is of four-pint capacity and is offered with a half a dozen glasses having a similar design at \$22 a set. He is also showing the silverware lines of William A. Rogers, of New York, and the Poole Silver Co., of Taunton, Mass.

FLOWER CITY CUT GLASS CO.

Frank P. Woomer, who has been exhibiting about a month at the New Grand is enthusiastic over his specialties in glass, and is exhibiting the entire line of the company. The leading patterns are his "Flower City" "Cosmos," and "Rochester." He is showing seven styles in stone engraved tumblers that are both pretty and moderately-priced.

STERLING GLASS CO.

E. L. Slocum, who is just back from Savannah, Ga., is featuring whiskey decanters, jugs, nappies etc., in the old style prism cutting, which, he states, are having a very good sale at this time. The line is large, and is more than usually strong on popular-priced goods although there is plenty to select from in the higher grade material.

LEO. SCHLESINGER & CO.

C. A. Postley, assisted by Benjamin Levy, Henry Heilbrun and G. D. Stockman are showing the Schlesinger line of brass specialties and toys at the Marlborough. Some very good jardinières in "Romanique" of embossed brass that will not tarnish are shown, as well as an increased line of bathroom fixtures in nickel and brass, and their general line of cuspidors in many styles. Their leader is a five o'clock tea set of brass, in polished or brushed finish, that can be retailed at \$3.50. It is a very well designed set and looks to be good value for the money. During the Household show at the Garden this month, the firm will run a special automobile for the accommodation of buyers who desire to look over the line.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 11, 1910.

STORE MANAGEMENT.

THE retail china and glassware merchant who does not thoroughly understand every detail of the business is entering the race for success under a severe handicap. Another common cause of many retail business failures is the shouldering of too much responsibility. By this is particularly meant the taking advantage of the largest credit that can possibly be obtained. It is a far better policy to remain well within the limit in this respect.

In the matter of hiring clerks, common sense is the first requisite. No matter how highly recommended a man may be, a trial should be given him before a contract is entered upon, unless an intimate knowledge of his previous record is possessed. Initiative and individuality should in every case be encouraged. Authority should be evinced when necessary in a firm manner, but in a fashion that will not antagonize the employee. Clerks intuitively recognize a thorough business man, and respect him accordingly.

A dealer should so systematize his business that only the more important details are handled by himself. The head of an establishment should do the brain work. His clerks will perform the mechanical duties. The systematically-conducted store accomplishes the most, in the least possible time, with a minimum amount of hired help.

The selection of the proper stock is largely a matter of locality. The trade catered to should be

carefully analyzed, and the shelves filled accordingly. Local conditions are too dissimilar to make any set rule.

Window displays should be changed weekly, using timely goods and pleasing displays. The window-trimming hints appearing in the JOURNAL from time to time will be found of value.

While a dealer should have enough confidence in himself to run his store in his own way, he should always listen to new ideas. No one is so wise that he cannot learn something every day.

PERSONAL.

A LASTING friendship often grows out of a small thing. Abe Lyons, of Toronto, Can., came to town on Monday and meeting Harry Van Iderstine began talking about old times. Mr. Van Iderstine recalled the first time he saw Mr. Lyons something like twenty years ago, when he started to tour Canada for Foster & Co., with a line of glass. He was not well posted on the goods but Mr. Lyons gave him a good order. He was very grateful and on the next trip by a fortunate circumstances he was enabled to do Mr. Lyons a favor. Since then they have been good friends.

Chas. C. Cullen, of Knoxville, Tenn., was in town last week. He has been ill and in the hospital, but is so far recovered that to look at him no one would know he had been sick.

Benjamin Levy, of Leo. Schlesinger & Co., intends going on his vacation in the course of three or four weeks after he has filled his order book at the Marlboro.

L. C. Fisher has engaged to travel for Fondeville & Van Iderstine. He will make a speciality of Paroutaud French China.

David C. Jenkins, and his son Howard C. Jenkins, of Kokomo, Ind., spent a day in New York on their way home from Atlantic City.

Thos. Dugan, of the Dugan Glass Co., was in New York last week. He had been in conference with the glass workers at Atlantic City.

J. A. Smith, of the J. M. High Co., is expected in town the latter part of this week.

W. T. Darden, who travels West for Edward Butler, was in New York last week accompanied by his wife. Mrs. Darden does not often get East and

New York is the loser thereby for she is a very charming lady. Our office was honored by her call with Mr. Darden.



Harry Siegel sailed August 3rd on the Caronia. He will spend several weeks in Europe.



Robert Orr, manager and buyer of the china and glass department of the Joseph Horne store, Pittsburgh has been spending the week at the Hotel Grand.



C. H. Stockman, eastern representative of Leo. Schlesinger & Co., has deserted the road to help handle the many buyers who will be "ferried" in the Ford car from the Garden to the Marlboro during the Housefurnishing show.



F. E. Grant, of the Richardson-Grant Co., "the crockery people," of Ogden City, Ohio, has resigned his position as secretary of the concern and has severed his connections there.



C. W. Hoffman, lamp and fixture buyer for John Wanamaker spends most of his leisure moments motor-boating around Manhattan Beach.



E. W. Corke, for the past eight years superintendent of the Keystone Pottery, of Crooksville, O., has resigned his position to take charge of a garage business. W. L. Burley succeeds Mr. Corke,



Geo. H. Bowman was in the District again this week, having returned from a short trip to Washington.



D. R. Marshall, eastern representative of the Tarentum Glass Co., came into his District headquarters last Friday after an absence of several weeks on the road. He left again Monday night.



Simon Roth, china and housefurnishing buyer for Rothenbergs and Price & Rosenbaum, is now buying for Barnett Bros., which concern, as is well known, was taken over by the latter company a few weeks ago.



J. M. Postley, housefurnishing buyer for the Baltimore (Md.) Bargain House, is spending a two weeks' vacation in the city.



A. L. Brunn, with the Pittsburgh Lamp, Brass and Glass Co., sends a pretty postal card showing a pastoral scene with the legend "A Quiet Rest Surrounded by Nature," near Calgary Alta, Canada. He adds that there is plenty of snow in the mountains. Think of that these hot August days in New York.

He says, "The country is growing in this section and there will be plenty of business in the near future."



William Sydney Hillyes, of the premium department of the Atlantic and Pacific Tea Co., was a conspicuous figure at the New Grand this week.



Henry Heilbrun returned from an extended European trip that included Cologne, London and Bremen, where he has been collecting ideas for quick-selling novelties for the Schlesinger concern.



George Sylvia is located at the Earlington, where he is showing a full line of cut glass, including the well-known "daisy" pattern of the Pairpoint Corporation.



William Elliott, the well-known cut glass salesman, is showing at the Bartholdi.



Vice-president Brittan, of the J. M. High Co., arrived in town on Monday. He expects to be extremely busy looking after his friends in the city.



C. D. Lanes, president and secretary of the Sterling Glass Co., of Cincinnati, O., will assist E. L. Slocum in signing up the trade for this company's specialties. He is expected to arrive next week, and will stop about ten days.



Chas. Streiff, who has been visiting the factory of Wm. Guerin & Co., at Limoges, France, is a passenger homeward bound on the Bremen due in New York on the 16th.



There was certainly "some" party down to the Island enjoying a dip in the surf and meandering around the many attractions last Saturday and Sunday. The party was headed by William T. Lynch, of Taylor, Smith & Taylor, and included George McCrea, of Bou-tell Brothers, Minneapolis, William Oddie, of George H. Bowman & Co., New York, George Davis, of the domestic department of George Borgfeldt, H. Todd, of L. S. Donaldson & Co., Minneapolis, and W. D. Sanford, of the Pettis Dry Goods Co. Needless to say there was plenty doing all the time, and that everyone had a good time.



J. H. Venon is expected back at his desk Monday morning.



Fred. W. Sinclair of Bassett's staff plans to leave Saturday to cover the former territory of P. Geoghegan in the Middle West. Mr. Sinclair covered this territory several years ago, making his headquarters in Chicago, and he will undoubtedly receive a warm

welcome from his many friends there. The New York City territory will continue to be covered by Messrs. Hague and Littlejohn who will stand guard alternately in the Park Place showroom.



Hugh G. Edmiston is back from his holidays spent at the Adirondacks.



Victor Leroyer, of A. Gredelue, departed on his blank selling trip with a portfolio filled with new designs and a determination to keep the "Baccarat" factory busy.



Chas. E. Barr, chief of the inside staff of Robt. Slimmon & Co., departs for the Adirondacks Friday on a vacation of two weeks.



Geo. Lemcke, of Bawo & Dotter, is up in Dutchess County, N. Y., for two weeks observing agricultural life during his vacation. His son, A. Lemcke, leaves tonight (Thursday) for a road trip for the firm.



Wm. L. Noble and John French, John Davison's great team of travelers, start out next Monday through their respective territories.



John V. Storck, with B. Gunthel, is back from two weeks of camping on Rockaway Beach. He expects to start on the road shortly with the Val St. Lambert line.



Paul Fueslein leaves this week for Chicago with C. Peyrinshoff, as assistant, to open a display of samples from Bawo & Dotter, Ltd., at the Palmer House. It is Mr. Fueslein's twenty-fifth season and he hopes that all his friends in the trade will come to see him.



Mr. Calderhead, toy buyer of Gimbel Bros. has appointed Miss Kitty Fleischman head of the doll department.



Mr. and Mrs. Schrank and Mr. and Mrs. Zises announced the marriage of their children Sadie to Louis in Brooklyn on Sunday September 10th at Capitol Hall, 18 Manhattan ave., Brooklyn, N. Y.

CHARGE WITHDRAWN

THE Iroquois China Co., of Syracuse, N. Y., have withdrawn the charge of petit larceny made against William W. Rogers, who was accused of selling china ware from the company's stock to peddlers. Most of the pottery has been recovered, and it is believed that a settlement has been made.

AT BOSTON.

AUGUST'S first week upheld its reputation of the "dullest" week in the year, generally speaking. In one of the big department stores at three o'clock on a recent afternoon, but four people were seen on the main floor, and with the exception of one or two cheery store reports, this branch of the industry was rather short on sales. The response to the second Monday's sales, however, was quite encouraging, and it is predicted that the month will average normal. On the wholesale diamond, careful fielding by the various boys in the New England field, prevented an order shut-out. Outside of the usual staple sales, conditions are seasonable, and the autumn outlook good.

William Hanley, assistant-manager of the carpet department of the Henry Siegel Co., met a tragic death last Saturday night while on the Portland steamer, vacation bound. As he was about to seat himself on a camp stool on the upper deck, the boat lurched and threw him into the water near the paddle wheel, and he was drowned. Although a great deal of searching has been done, to this writing the body has not been recovered. Mr. Hanley was thirty-four years old, and unmarried. He leaves two brothers in the trade, Charles Hanley, manager of the Siegel Co.'s carpet department, and Pat. Hanley the local glass man, who have the condolence of a sympathetic trade for their brother's sad demise.

Charles R. Lynde will open a china and glass wareroom on September first at 424 Boylston street, (Berkely Building). He has been connected with Richard Briggs Co. for twenty-five years and will have a fine wareroom. This store will make the sixth in an area of three blocks.

A. Ross Weeks, of Rockland, Maine, is selling out his crockery and glass store and will retire from business.

M. B. Paige, the popular jobber of Peabody, Mass., was caught wending his way through the District last week, looking as chipper as ever.

Roy Phillips with his brother, Paul M. Phillips, S. A. Weller's eastern business magnet, has returned from his western jaunt.

E. J. Tucker, of Chase & Francis, leaves Monday for an extended business journey through New England. This well-known house expects to accomplish great results this season with the new "Banquet" designs of general tableware produced by the Potters' Co-Operative Co. A variety of patterns are comprised in this line. F. J. Chase is touring the White Mountains in his big chug-chug car. This leaves Joe

Pindar as the lone sentinel, but he is fully equipped for the rush.

Edwin Goss, of the firm of A. L. and E. L. Goss, china and glass, Lewiston, Maine, is vacationating for a few days.

"Tim" O'Connell, A. Stowell Co.'s noted cut glass buyer, is expected to arrive home on the 10th, following his trip through Europe in quest of novel pieces.

John W. Power has added a new line to his business, that of the Western Art and Novelty Co.

Mr. Ryan, crockery and glass buyer for the A. C. Hopkins Co., Dover, N. H., is one of the frequent out of town buyers visiting the Boston market. Mr. Ryan was formerly with the W. G. Brown Co., of Gloucester, Mass.

T. E. Stutson, of Louis Wolf & Co., will forget dolls and toys for the next few days at Falmouth, Buzzard's Bay, Mass., which is a beautiful seashore resort.

E. E. Hamblin, cut glass buyer for the R. H. White Co., had his hands full of those "yellow papers" when seen this week, as he had just sold one of the big cut glass punch bowl sets. Didn't know there was so much Boston lucre in circulation but he says its a common occurence, and that sales of cut glass are many.

M. A. Lovell, the ardent orderist of the United States Glass Co., has returned from a Northern New England trip, and while no porters were required to carry his order book, the business secured was of a gratifying volume and shows that that territory hasn't, by any means, gone to the bow-wows.

W. M. Pingree, the Tajimi Co.'s Boston order net, left yesterday for a continuation of his trip. He begins in New Hampshire, thence Vermont, Western Massachusetts, Connecticut and New York State. He says they are booking some great business on the Kaga and Nasturtium decorated Japanese ware.

George D. Homer, owner of "Homer's," the cut glass store, is in Chicago attending the Tri-annual Conclave of the Knight Templars. Mrs. Charles Pearson, buyer, leaves in a few days on her annual vacation.

E. C. Farrington, glass buyer for the Shepard-Norwell Co., can only be interviewed during the next fortnight on his farm in Connecticut, where he is studying rural economics.

One of the youngest and best liked buyers in town is B. C. Twitchell, cut glass man for Vorenberg's, Winter street. Mr. Twitchell has the full management of that department and is meeting with

deserved success. Incidentally he is a loyal Boston-market boy.

Abe Hays, representing the Cook Pottery Co., Trenton, N. J., was showing their excellent line of dinnerware and open stock patterns at Young's Hotel this week. Mr. Irons, of the J. Hoar Co., cut glass makers, Corning, N. Y., was also here.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- H J Todd, c, and A M Norland, hf, l, with L S Donaldson Co, Minneapolis, Minn. 2 Walker street.
- A P Lahr, of Lahr, Bacon & Co, hf, Evansville, Ind. 684 Broadway.
- H Wolf, with L Klein, hf, Chicago, Ill. 31 Union sq.
- L Loeb, of Loveman, Joseph & Loeb, t, Birmingham, Ala. 31 Union square.
- J C Gardiner, with Carson, Pirie, Scott & Co, s, Chicago, Ill. 115 Worth street.
- J E DeBelle, with Miller Bros Co, hf, Chattanooga, Tenn. Navarre Hotel.
- P S Kaufman, of C A Kaufman Co, t, New Orleans, La. 258 Church street.
- A F Pohlmann, hf, c, and O W Watson, hf with Daniels & Fisher Stores Co, Denver, Col. 56 Worths street.
- C E Crosby, with L S Ayres & Co, c, Indianapolis, Ind. 31 Union square.
- C H Reiling, with Elder & Johnson Co, c, t, Dayton, O. 2 Walker street.
- H M Blankenstein, with The Prager Co, s, San Francisco, Cal. 200 Fifth avenue.
- O L Mason, with W L Milner & Co, s, Toledo, O. 684 Broadway.
- M J Davies, with John C Lewis Co, c, hf, Louisville, Ky. 45 Lisenard street.
- P M Keane, with Berheimer Bros, hf, Baltimore, Md. Marlborough.
- Wm Butler, with M Rich Bros, Co, t, Atlanta, Ga. 40 W 22d street.
- H N Goldsmith, with J M High & Co, hf, Atlanta, Ga. 100 Fifth avenue.
- O D Shank, with J Wanamaker, hf, Philadelphia, Pa. Broadway and Tenth street.
- L S Miller, with Goldberg Bros, hf, c, Detroit, Mich. Herald Square Hotel.
- A J Kline, hf, c, Harrisburgh, H M Phillips, hf, c, Pottsville, and R J Calm, hf, Reading, with Dives, Pomeroy & Stewart. 2 Walker street.
- W C Whitney, with Minneapolis Dry Goods Co, t, Minneapolis, Minn. 454 Broome street.
- Abe Lyons, of Lyons & Marks, c, Toronto, Canada.
- Chas. Cullen, c, Knoxville, Tenn.
- W M Jamieson, of Jamieson Housefurnishing Co, hf, Trinidad, Col. 320 Church street.
- G A Dahlgren, with Rothschild & Co, hf, Chicago, Ill. 43 Leonard street.
- E D Stauffer, t, and J W Moorhouse, with May Co, Cleveland, O. 4 Washington place.
- A S Budis, with Rosenbaum Co, s, Pittsburgh, Pa. 31 Union square.

E C Poage, with G W McAlpin Co, hf, c, t, Cincinnati, O. 214 Church street.
 A Heper, with Wm Barr Dry Goods Co, hf, t, St Louis, Mo. 72 Leonard street.
 J A Stolberg, with The Golden Rule, s, St Paul, Minn. 200 Fifth avenue.
 H Andee, with Kennedy, McCleod & McArthur Co, hf, St Paul, Minn. 821 Broadway.
 W Browing, with Joslin Dry Goods Co, c, Denver, Col. 214 Church street.
 E Bonnett, with D A Holmes Co, t, New Orleans, La. 20 East 20th street.
 F E Fleischmann, with I. Freimuth, hf, c, Duluth, Minn. 821 Broadway.
 W H Geary, with J Wanamaker, l, g, Philadelphia, Pa. Broadway and Tenth street.
 Robert Orr, with Jos. Horne & Co, c, Pittsburgh, Pa. 320 Church street.
 A Jasmann, with Meier & Frank, hf, c, Portland, Ore. 31 Union square.
 F P Boyland, with McCurdy & Norwell Co, hf, s, Rochester, N Y.
 C W Sprouls, with J Shillito Co, hf, c, Cincinnati, O. 346 Broadway.
 Wm Howell, with Pitkin & Brooks, c, Chicago, Ill.
 J T Cheney, with Burley & Tyrrell, c, Chicago, Ill.
 R H Schnepf, with Columbus Dry Goods Co, c, g, Columbus, O. Imperial.
 Miss K Judge, with Moorehouse, Martin Co, c, Columbus, O. Gotham.
 H Berlinger, with Gimbel Bros, c, g, Milwaukee, Wis. 821 Broadway.
 J J West, with Powers Merc Co, hf, t, c, Minneapolis, Minn. 215 Church street.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
 August 9, 1910.

ANTWERP

176 packages glassware B Gunthel
 5 " " Fensterer & Ruhe
 9 " " Graham & Zenger
 748 " " Strobel & Wilken Co
 751 " " Miscellaneous Orders
 161 " chinaware..... Theodore Haviland & Co
 6 " " C J Dierckx
 27 " " Vogt & Dose
 9 " " Miscellaneous Orders
 218 " earthenware Geo Borgfeldt & Co
 10 " " Bawo & Dotter
 41 " " L D Bloch & Co
 10 " " Frank & DeKeyser
 17 " " Koscherak Bros
 81 " " L Straus & Sons
 11 " " E R Thieler
 557 " " Strobel & Wilken Co
 105 " " Miscellaneous Orders
 2 " toys F A O Schwartz
 159 " " L H Mace & Co
 246 " " C B Rouss
 65 " " Strobel & Wilken Co
 12 " " Miscellaneous Orders

BREMEN

19 packages glassware.... L Straus & Sons
 132 " " Eimer & Amend
 4 " " Samstag & Hilder Bros
 12 " " A Steinhart & Bro
 132 " " Miscellaneous Orders
 10 " " Knauth, Nachod & Kuhne
 121 " " Miscellaneous Orders

7 " chinaware..... C E Wheelock & Co
 89 " earthenware Strobel & Wilken Co
 110 " toys..... Geo Borgfeldt & Co
 7 " " Bawo & Dotter
 18 " " C B R uss
 46 " " F A O Schwartz
 282 " " Strobel & Wilken Co
 117 " " Miscellaneous Orders

SOUTHAMPTON

10 packages chinaware..... C L Dwenger

HAMBURG

72 packages glassware Fensterer & Ruhe
 25 " " F Bing & Co
 82 " " Eimer & Amend
 65 " " F Euler & Co
 16 " " Froeber & Vollrath
 114 " " O O Friedlander
 15 " " Lazarus & Rosenfeld
 187 " " L Straus & Sons
 155 " " W R Noe & Sons
 6 " " Pairpoint Corporation
 78 " " N Wapler
 57 " " J H Venon
 137 " " Strobel & Wilken Co
 560 " " Miscellaneous Orders
 200 " chinaware..... Bawo & Dotter
 40 " " C E Wheelock & Co
 10 " " Miscellaneous Orders
 51 " earthenware Bawo & Dotter
 61 " " J Wygand & Co
 16 " " O Goetz
 25 " " L D Bloch & Co
 6 " " Koscherak Bros
 56 " " C B Rouss
 28 " " H Kupper
 22 " " J Palme
 22 " " E R Thieler
 75 " " Strobel & Wilken Co
 291 " " Miscellaneous Orders
 225 " toys B Ilfelder & Co
 478 " " Geo Borgfeldt & Co
 83 " " Samstag & Hilder Bros
 43 " " G W Travers
 826 " " F W Woolworth
 379 " " Strobel & Wilken Co
 325 " " Miscellaneous Orders
 4 " harmonicas..... Strobel & Wilken Co

LONDON

105 packages toys..... Strobel & Wilken Co

LIVERPOOL

5 packages earthenware..... The Rowland & Marsellus Co
 15 " " Maddock & Miller
 27 " " G F Bassett & Co
 27 " " L Straus & Sons
 12 " " O Goetz
 14 " " Ed Butler
 3 " " Froeber & Vollrath
 17 " " Meakin & Ridgway
 24 " " R Slimmon & Co
 4 " " W S Pitcairn
 3 " " Bawo & Dotter
 2 " " E Boote
 14 " " George Hamilton
 23 " " Fondeville & Van Iderstine
 6 " " Strobel & Wilken Co
 24 " " Miscellaneous Orders
 24 " chinaware C E Wheelock & Co
 38 " toys..... Geo Borgfeldt & Co
 23 " " Strobel & Wilken Co
 3 " " Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

14 packages earthenware..... Jones, McDuffee & Stratton Co
 8 " " Richard Briggs Co
 24 " " Mitchell Woodbury & Co

Around the Glass and Lamp Factories.

The business, real estate, property and stock of the Oriental Glass **Pittsburgh and Vicinity.** Co., has been taken over by Andrew P. and Ollie Stock, brothers, the purchase being made from the Stock estate. The consideration is not announced. The office will continue in charge of Ollie Stock, and Andrew Stock will attend to the commercial and manufacturing departments. Since the death of the elder Stock, three years ago, the sons were in charge of the business for their mother who died last February. It is announced at the offices of the company that new agencies will be established throughout the country and more salesmen added. Additional stock will be carried, both in decorated and in crystal ware. No changes will be made in the working departments, but an active campaign for additional business is to be made.

Several new effects in rock crystal cuttings from the Central Glass Co., were shown in the District during the past week by the Elkins Glass Co. These are on the stemware lines and are quite attractive.

It is reported that an art glass concern in the Pittsburgh territory has been looking over Rochester, with a view to removing its business to that place. No definite plans have been given out, however.

The Krakno Glass Co. added several new decorated shades to its line during the past week. Many of the effects are of the mission style, and are very attractive.

There is very little demand so far for either decorated or crystal table sets. The decorators who showed several new lines last January report a smaller business on this line of goods this year than heretofore.

Percy Pornell, salesman for the Jefferson Glass Co., of Follansbee, W. Va., came to Pittsburgh during the past week upon his return from California. He reported having spent a few hours with Walter Lindsay, the well-known glass salesman while on the coast, and that the health of the latter is greatly im-

proved. Several new decorated pieces will be shown in a few weeks by the company.

Complete financial statements and reports of the several departments of the United States Glass Co., are to be mailed all stockholders this week, together with proxies. This method has been thought proper by the officials of the corporation in order that every stockholder will be fully advised of the condition of the company before the annual meeting, which is scheduled for August 17th. The report, it is said, will be the most complete and the best the company has been able to formulate in years. That the present official family will be retained in office, there is not the least doubt. D. H. Cushwa, is spending a two weeks' vacation in Canada.

The demand for tumblers continues strong and the manufacturers have been unable to catch up with their orders. It is common report that a few manufacturers of tumblers are several months behind in shipments, and at the same time new orders are being received. There is no denying the fact, however, that some remarkably low prices have been available on tumblers during the past season, or since January, and that in several instances orders were booked for some lines below the market price.

Manufacturers of lamps are now literally submerged with orders for lamps, and since the present fires were started orders are being assembled for later shipment. The demand for the one-piece clinch-collar lamp this season surpasses the sales of recent years. The decorated shade lines have also sold well, and while all big buyers of lamps have booked their orders, there is a lot of small business yet to come in.

"We lost a car of structural material and work on the new plant was suspended entirely for a week," said Andrew Ripley of Ripley & Co., Inc., Connells-ville, when in Pittsburgh a few days ago. "We will have the new part of the factory under roof within a fortnight or so, and will not likely be ready to make glass until October. There is a lot of work attending

the building of a new glass factory, and it is a matter that cannot be rushed too fast.' The organization of the company, such as the election of officers, will be considered early in September.

O. S. Chessman, of Northside, Pittsburgh, one of the largest buyers of glass novelties in the country has secured the concessions for these lines at a number of large expositions for 1911.

Frank Fenton, of the Fenton Art Glass Co., Williamstown, W. Va., was at the Ft. Pitt Hotel during the last few days.

Representatives of the Pittsburgh Cut Glass Co., have been announced as follows: New York, A. G. Menzies; Boston, George Granville; Baltimore, M. S. Koch & Co. It is planned to have representation in other sections of the country before the end of the year. Three more cutting frames were placed in operation during the past week. The plant is working nights in an effort to keep up with orders.

Glass manufacturers declare they will continue to use straw for packing purposes as long as hay is held so high. The former can be bought at from seven dollars to nine dollars in car-load lots and hay is selling above twelve dollars and thirteen dollars per ton.



Some remarkable improvements **Bridgeville, Pa.** have just been completed at the plant of the Higbee Glass Co. A cement floor has been built throughout the basement, an electric plant has been installed, new twin engines have been started and the capacity of the works is being increased. All low ground around the property is being filled in, and there is every evidence that the company is looking into the future very wisely. Work on molds for several new lines, which will be shown in January, is progressing favorably. Orders are good, and the factory is being operated steadily, day and night. A new straw shed, capable of holding six cars has been completed.



Business with the Duncan & **Washington, Pa.** Miller Glass Co. is progressing as favorably as ever. The new tumblers the firm placed before the trade recently are selling well. The table lines are in demand, for it is an established fact that this firm has always maintained a standard of excellence on these goods.



Citizens of this place have made it known **Tiffin, O.** to the officials of the United States Glass Co., that they appreciate the manner in which the company has kept their plant here in opera-

tion. They have also made it plain to the company that they stand ready at all times to aid them in getting sufficient help to operate the factory, and in any other manner that may be suggested.



The Muncie Glass factory which was **Muncie, Ind.** destroyed by fire recently has been rebuilt, and resumed operations during the past week.



The Rochester Cut Glass Co., is **Rochester, Pa.** now working its plant full time.

A number of new effects in tumblers are being shown for the fall trade and a new cut glass plate is a specialty which is being shown for the first time. Alex Fraser, western salesman for this office is extending his territory, and is making Denver on this trip.



James Hogan, treasurer of the **Steubenville, O.** Gill Bros. Glass Co., will resign from that concern this month to become treasurer and general manager of the Pittsburgh Clay Pot Co., Northside, Pittsburgh. Mr. Hogan, who has a large number of friends here, and is well known to the glass trade made the change because, along with his father, he was already largely interested in the Pittsburgh concern.

STRIKE AFFECTING 300 MEN.

THREE hundred men employed at the plant of the Huntington Tumbler Company in West Huntington, went out on a strike last week, the action following a meeting when the glassworkers at the organizers suggestion, decided to secure everything they were after or quit work. The blowers and gatherers struck because the officials of the plant refused to recognize their union; the cutters for recognition of union, union wages and nine hours, all of which they claim had been persistently refused them.

SHORT MEASURE BOTTLES.

THAT short measure water bottles are sold in this city is the latest discovery of Clement J. Driscoll Commissioner of Weights and Measures. Mr. Driscoll said that he had not made any seizures, because his force was not large enough to spare any inspectors for the work, but that he had bought short measure bottles in stores in different parts of the city, and was convinced that the practice of selling such articles was not uncommon.

Among the Potteries

East and West

East Liverpool and Vicinity. It has been very noticeable during the past few months that some of the largest buyers of domestic pottery in the country are moving with caution. It has also been brought out that these large buyers who formerly placed car-load orders with several factories are ordering a possible 20,000 pounds weight from one pottery, and leaving specifications where other weight is to be secured in order to make up the car. While there has been some nice business moving, there is no denying the fact that the general trade buyers are keeping their stocks down as low as is consistent with good judgment.

* *

A new jobbing and manufacturers' agency house is to be opened in Dallas, Texas, September, 1st by C. M. Paschal, of Nashville, Tenn., and late of Oklahoma City, Okla., and Allen M. Kilgore, also of Nashville. Both men have just left the local District for Wheeling, where they completed arrangements with several local firms. A force of from ten to twenty salesmen will be maintained, and Texas, Louisiana and Mississippi will be covered. The Cartwright Pottery Co.'s, new lines of specialties will be represented by the new house.

* * *

C. E. Mickler, buyer for the S. H. Knox & Co. syndicate, the general offices of which are in the Prudential building, Buffalo, N. Y., was in the District placing orders.

* *

A. H. McNulty, with the Hollweg & Reese house, of Indianapolis, was also in the District placing some business for early delivery.

* *

James Deens with the D. E. McNicol Pottery Co., has left for a western and southern trip, and Monday will open in Nashville.

* *

J. A. Pidgeon, in charge of the order department of the Globe Pottery Co., who has been away six months on account of illness, has returned. J. N. Larkin, who has the commercial desk, has left for Cape May, N. J., for a two weeks' vacation. Edward

Clinton, of the same office, has been sending in a large volume of business from the road.

* *

Edward J. Touhill, sales manager for the Colonial Pottery Co., will return Saturday from a visit of a week to Chicago and St. Louis. His trip was one of business exclusively.

* *

Joseph Davis, who has been working the Middle West for the Smith-Phillips China Co., has returned home, and is getting some new creations prepared for a trip through Pennsylvania. The open stock patterns of the "Princess" dinner shape of this firm are now in demand more than ever.

* *

The Niagara dinner shape of the Homer Laughlin China Co., is conceded to be one of the most popular creations ever placed before the trade by this well known firm. Those in charge of the decorating departments have spared nothing to give the buyers rare value, and one would be lead to believe that the height of treatments had been reached in the open stocks. The specialty lines of the "House of Laughlin" are also moving nicely, and especially is this true of the salads. Geo. W. Clark, has returned from an extended trip to the Pacific coast in the interest of the company.

* *

Frank A. Leonard, has left for a western trip and will show all the best things from the Thompson Pottery Co., a factory that has not been idle a day this season excepting holidays. B. C. Simms, of this firm, after several weeks' illness is at his desk again, although not fully recovered.

* *

George S. Davis, formerly western salesman for the Potters' Co-Operative Co., but now in charge of the domestic china department of Borgfeldt, stopped here on his way east after spending his vacation at home. He has several good fish stories up his sleeve.

* *

A dinner shape is being modeled here for the new W. H. Tritt Pottery Co., which will start operations at Niles, O., probably early in October. An order

was recently placed here for a lot of new machinery that will be used in this plant. The capacity of the former plant, as operated under the management of the Bradshaw China Co., will be increased about one-third.

* *

Machinery has been ordered here within the past two days that indicated that the new plant of the Edwin Bennett Pottery Co., of Baltimore, will have a capacity of six kilns. There will be two presses in the clay department. How soon the pottery will be ready for operation is not announced. The former plant was destroyed by fire.

* *

The East Liverpool China and Enamel Co., jobbers, have placed three additional salesmen on the road. One covering West Virginia, Kentucky and the Ohio Valley, one in Cincinnati and vicinity and another traveling from Cleveland to Buffalo. It is possible another salesman will be placed between Cleveland and Detroit.

* *

Julius and Samuel Levy, of Brooklyn, N. Y., were buying in the District during the past week.

* *

The semi-annual or summer meeting of the American Ceramic Society this season will be held at Akron, headquarters being at the Hotel Buchtnel. The trip through all the clay plants in that district will last three days, Aug. 17, 18 and 19.

* *

H. A. Keffer and Fred. Kline left on the 2nd of this month, the former for the East and the later for the West with their new lines. The features of the new goods are "American Blue Willow" and the Nagasaki Oriental No. 1 and Oriental No. 2. The transfer it is said has been sold exclusively to the Warner-Keffer Co. It is shown in a combination of colors instead of the usual blue.



If Local No. 81, Moldmakers' Union, **Trenton.** persists in its demand for an increase in wages to become effective on August 15th, a strike is inevitable. The Local served a formal demand upon the manufacturers last Saturday for an increase of one dollar per day in their wages. The notice stated that unless the increase is granted by next Saturday the molders will strike the Monday following. The demand has been refused. The manufacturers refused to even consider the proposition for three or four very substantial reasons. In the first place, the moldmakers, like others connected with both the general and sanitary branches of the pottery industry, are working under a wage agreement that does not expire until November 1st, next. The agreement between the bosses and workmen also require locals to submit such matters as a demand for more wages to the Sanitary Potters' Association

instead of to the manufacturers individually, as has been done in this case. Consequently, the manufacturers have no thought of even giving any attention to the demand. Furthermore, the stand of the moldmakers in this instance is without the endorsement of their mother organization, the National Brotherhood of Operative Potters. Therefore the moldmakers occupy the position of having ignored their own national body, of having violated the agreement calling for the submission of demands to the potters' association as an organization, and of having further ignored the present agreement by insisting upon an increase in pay before the expiration of an existing wage agreement between the bosses and men. There are about twenty-five moldmakers who will be effected if a strike is declared. They ask for an increase to fifty-four cents an hour or eighty-two cents a day for blocking and casing and an increase to forty-eight cents a day for moldmaking. They are now receiving three dollars a day.

* *

James Hoffman, a sanitary presser employed at the Keystone Pottery has been granted a patent on a seat for closets which is receiving considerable attention from manufacturing potters, and indications are that it will supplant the present style. A sample is now being made by the Trenton Potteries Co. and will be put on exhibition as soon as completed. Mr. Hoffman is a well-known operative and has been identified with the industry for the past twenty years. He is now working on two other inventions which he expects to have patented in the near future.

* *

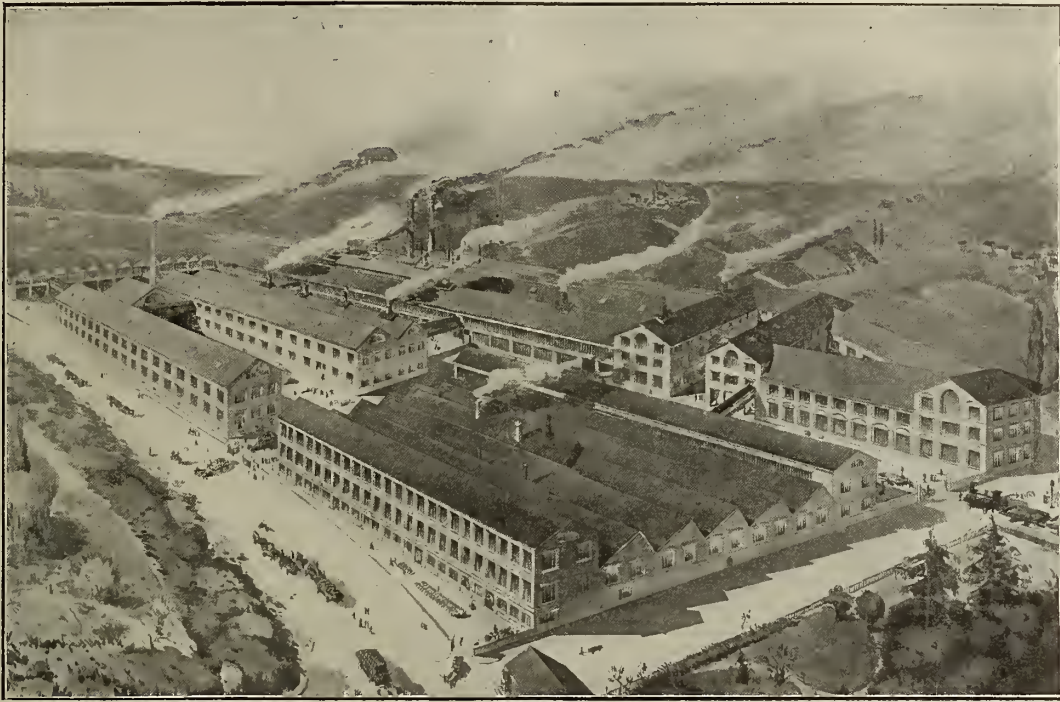
Cards have been received here by friends of Henry T. Cook announcing his marriage in Washington, D. C., August 4th, to Mrs. Sallie Bell Craig. Mr. Cook is well known in the trade and was formerly one of the most prominent pottery owners in this city. Since leaving here he has spent considerable time in Cuba, and is now prospering in Panama, where he and his wife will be at home at the Hotel Tivoli after September 1st.

* *

Captain Ephraim Rezeau Cook, senior member of the jewelry, china and cut glass firm of Cook & Jaques, died at his home here on Monday August 8th, after an illness of nine months, at the age of seventy-nine years. Mr. Cook was for forty-five years co-operative meteorological observer in this city.

* *

At a recent meeting of the kilnmen a vigorous protest was entered against the practice of not receiving the proper price for specialties, it being claimed that some shops were very much underpaid. The chief trouble seems to be on cereal goods and specialties. The matter is being taken up through committee and should this manner of settlement fail, the matter will be referred to the national officers. President Duffy also has under considerations a dispute between



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,

25 Murray St., New York.

Grand Prix, Paris, 1900.

Hors Concours, Limoges, 1903.

Hors Concours, St. Louis, 1904.

the local and one of the potteries here over the question of kiln measurement.

* *

John Hoelle, has taken a position in the A. C. shop at the Maddock Lamberton Works, succeeding Joseph Carolin, who will spend several months in France.

✱

Trade showed a slight falling off during July and early August with the Yellow Rock Pottery Co., but some good business is being booked for September shipment. The company has two ceramists working to improve both body and glazes. It is the intent of the company to make a higher grade of ware than has heretofore been placed on the market. Because of the large stock the company has been carrying it has been forced to add to its warehouse capacity. Forty new shapes are to be shown at an early date.

✱

A new charter for the Mayer Beaver Falls, Pa China Co., will be issued by the State next Tuesday. The incorporators of the new company are Joseph, Ernest and Arthur Ellis Mayer. The company will continue in the vitreous hotel china business, in which it has achieved an enviable reputation.

BUSINESS BRIEFS.

H. A. Collins is about to open a general department store in Pocatello, Idaho.

F. W. Garrison has purchased the crockery and general store of J. Bowers, at Shell Rock, Ia.

Charles Shearer and William Fairmans have opened a five-and ten-cent store at Troy, N. Y.

M. Thibert has been appointed manager of the Humboldt Mercantile Co.'s new store at Humboldt, Mich.

The Huse & Charlton Crockery Co., of Wichita, Kan., is making extensive improvements and enlarging the building they occupy.

The Kresge Syndicate has purchased a three-story building at Des Moines, Ia., and intend to open a branch store in the near future.

Finkelstein Brothers, who operate a chain of five-and ten-cent stores, with headquarters at 364 Broadway, New York, are about to open a branch in Philadelphia.

William K. Wightman, Robert A. Scott, and Samuel H. Ridall have applied for a charter to organize the Wightman Glass Co. The new concern intend to deal in all kinds of glassware.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—For Ohio, Indiana and Michigan, an A 1 cut glass salesman. Must come well recommended. Address Box 724, this office.

LAMP SALESMAN WANTED—An exceptional opening is offered to an A 1 man who knows the lamp trade and can furnish first-class reference. We manufacture an exclusive line of gas and electric shades, portables and domes. Address, immediately, THE NEW METHOD ART GLASS CO., 3117 Penn Ave., Pittsburgh, Pa.

A N A 1 cut glass salesman wanted January 1, 1911, for choice western territory. Our line is popular-priced and well-established. Replies considered confidential. Address G, this office.

WANTED—Salesman wanted to sell domestic china, one who has brains and is able to take large orders. Address Box 726, this office.

WANTED—Large department store requires the services of a first-class glass engraver. Must be of sober habits and industrious. Plenty of work and exceptional opportunity to earn good wages. Address, with references, Box 728, this office.

FOR SALE.

FOR SALE—Rare opportunity to buy old-established store selling fancy goods, notions, toys and stationery in heart of Stapleton. Two stores and one basement, 44 x 100 feet, on corner lot in splendid business section. Owner retiring. H. W. KUNEMUND, 53 Wright Street, Stapleton, Staten Island, New York.

FOR SALE—Retail crockery store located in best section of Southeastern Iowa. Forty-five years in business. Population 25,000. Cause for selling, death of owner. Correspondence solicited. Address W. C. WYMAN, JR., Ottumwa, Iowa.

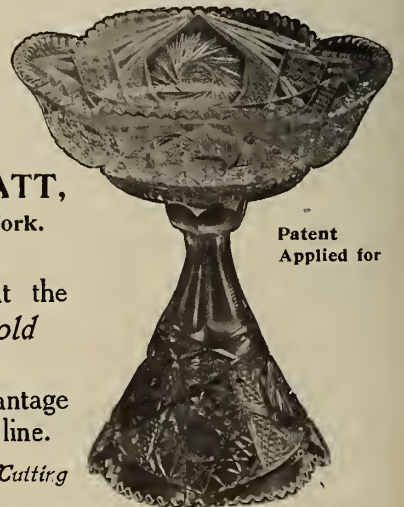
PIONEER CUT GLASS CO.

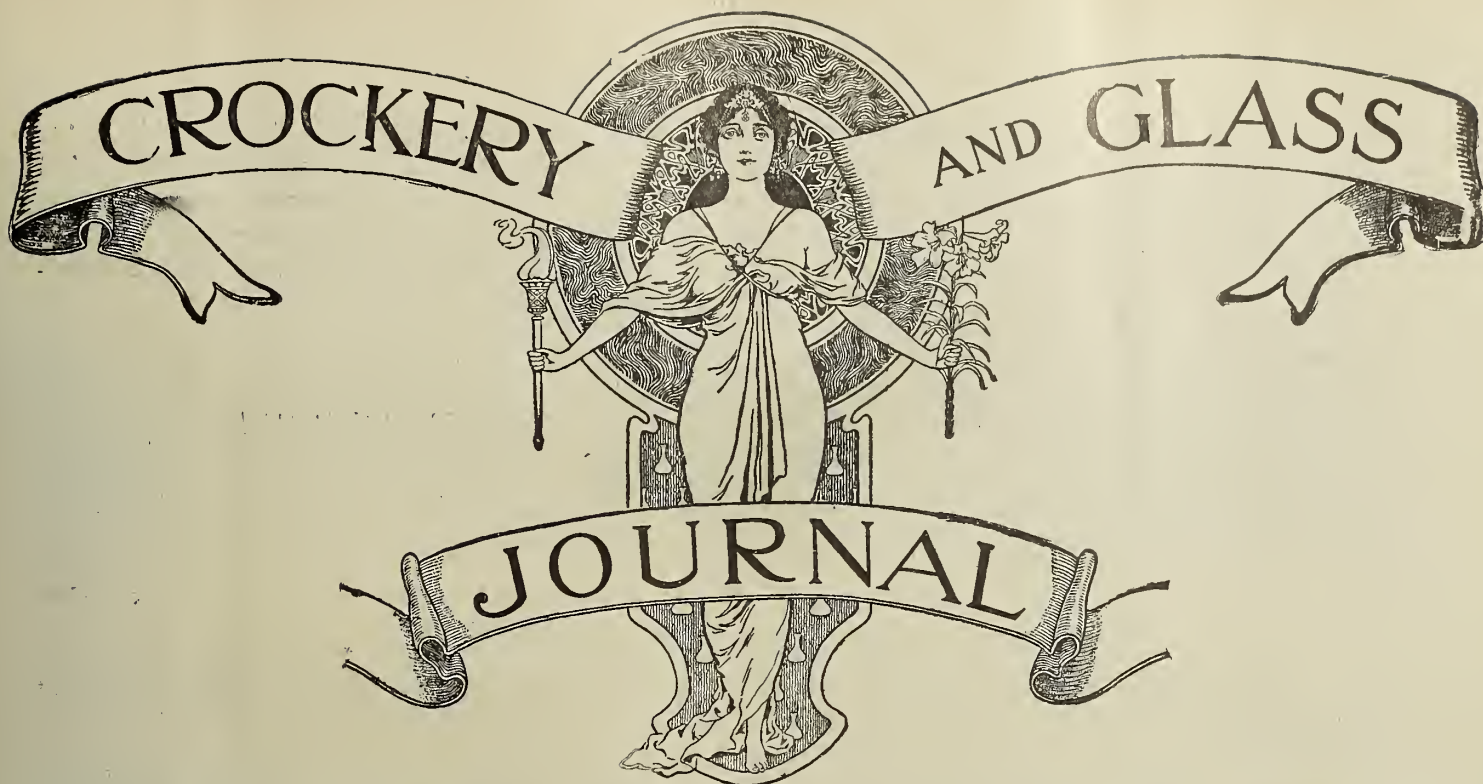
A. R. MARRYATT,
35 Park Place, New York.

The visiting buyer at the
*National Household
Show*

will find it to his advantage
to call and inspect this line.

We guarantee *Rich Deep Cutting*
and *High Grade Finish*.





NEW YORK, AUG. 18, 1910.

THE CONDITION OF BUSINESS.



A marked improvement was noticed in **New York.** trade circles this week. It was long coming but has arrived. It is years since so many buyers congregated in New York at one time in August, and while many of them are here partly on pleasure they all came to buy. They are scarcely to be blamed if they take their pleasure first as New York has so many attractions that it is difficult for one who has vacation in mind to buckle down to business right away. So far the buying has not been heavy. The buyers say that they are matching up and taking notes waiting until the imports are all in to see how they stand before ordering, but almost universally say that before the season is over they will need goods unless the bottom drops out of everything.

The travelers are likely to get supplementary orders on the top of what is ordered now. It is very gratifying to hear the good reports these men bring, for excepting in a little section of the Northwest all agree that crops are good and the business outlook fine.

There are very many housefurnishing goods men in the market and they are placing orders with the big representative houses in advance of the exhibition—what they will do there will be known later. There are very many toy and silverware buyers in the market, and the toy trade is excellent with silverware a good second. That New York is a barometer

of trade is frequently evidenced. With the revival of trade here, better reports come to us from the domestic factories, both in crockery and glass, than we were able to give last week.

The potteries are all running full with orders for late September and early October delivery in view. The glass factories are shipping more for immediate delivery than are the potteries. The shortage in blown goods and stemware continues, several factories being from six weeks to two months behind. Pressedware has been a little more active possibly because of the anticipation of an advance in prices.

The time for marketing English earthenware is now at hand, but samples are a little late this year in coming and some of the importers are only now ready while others have already put their men on the road. While it is early to speak of results the sales of English earthenware, so far have been fully as good as last year. English china still continues in good request but as the factories are filled up with orders, taken in the spring, the importers are not worrying over the fall business. French importers are not sending out their men and probably will not for two or three weeks yet. The call for German goods is fair considering conditions. The demand for holiday novelties being the principal feature.

Retail trade is still quiet, but as it is a seasonable condition little heed is being taken of the dullness.

Retailers know that after Labor Day they may look for better things. General conditions in all kinds of business are improving and the outlook is still good.

There has been a slight improvement in **Trenton.** business here during the past week, the manufacturers report quite a heavy volume of orders by mail. The orders for dinnerware are not particularly large which enables the manufacturers to accumulate a little stock. All plants are running full handed and from present indications will continue to do so indefinitely.

Glass manufacturers throughout **Pittsburgh and Vicinity.** the Pittsburgh District have a good volume of business on their books. Salesmen are doing exceptionally well. Buyers have started to anticipate their orders in a certain measure. Additional increases in prices of the more common tumbler lines are expected. Factories are running full time. August shipments, judging from present indications, will exceed the volume for the same month a year ago.

Stoneware and art potteries here are **Zanesville, O.** doing a very satisfactory business, the demand for the stoneware lines exceeding that of former years, while the art lines are also experiencing an increased call. A number of new art pieces are to be had for the fall trade.

Every pottery in this section is filled **Sebring, O.** with business, and all shops are working to their capacity. Specialties are moving nicely with some of the manufacturers, while the dinnerware lines with others exceeds that of former seasons.

Potteries here are working better **Chester, W. Va.** now than a year ago. The demand for dinnerware exceeds orders for other lines. Salesmen are doing very well, while the immediate orders from some of the department store buyers are better than for several months.

Orders with some pottery manufacturers in this District are very **East Liverpool and Vicinity.** good, while others report business just fair. This division of opinion and conditions has existed in the western pottery districts for several months. Dinnerware is selling well. Orders for September and October

shipments are piling up, while the demand for the specialty lines is showing an improvement. Mail orders are increasing and salesmen are forwarding some good business. All shops are working, but some could take care of more business without crowding capacity.

BUSINESS BRIEFS.

E. R. Kirkland has opened a general store at Metaline, Wash.

Julius Bagstad will open a general merchandise store at Harold, Minn.

Louis Bellaire has opened a new department store at Le Mars, Iowa.

F. W. Woolworth & Co. are erecting an \$8,000 addition to their Elizabeth, N. J., store.

Charles S. Cargill has leased the new hotel at Des Moines being built by B. A. Younker.

Roy B. Giles, who has opened a hardware store at Peoria, Ill., will handle pottery and glassware.

E. D. Grace and M. E. Rogers will, at an early date, open a department store at Altus, Oklahoma.

C. D. Schmidt, who has just started in the hardware business at Lorraine, Kansas, wants catalogues on pottery and glass.

Jacob & Reddish have succeeded the business of Philip Jacobs, at Toledo, O. Housefurnishings, pottery and glass are carried.

Friesen & Nider, of Fairbury, Neb., have bought the business of C. G. Catlin and will handle housefurnishings, glass and pottery.

Business of the Union Hardware Co., Union, Ore., has been bought by W. A. Blain. Crockery and glassware will be handled.

William Christensen has sold his business at Portland Ore., to T. F. Bridges. Enamaledware, pottery and glass are to be carried.

Catalogues of pottery and glassware are sought by R. H. Heitzman, of Hills, Iowa; D. M. Adams & Co., and M. C. Hackman, Akron, Pa.

Rich's, of New York city was incorporated to operate hotels, restaurants and cafes, etc. Capital \$500,000. Incorporators: W. L. Leeds, L. A. Leeds, L. A. Dessar, of New York city and W. J. Rich Hillsdale, N. J.

The New York Crockery and Glass District.

Morimura Bros., have formally announced the opening of their big display of Japanese china for the spring and fall trade of 1911. The samples include many new shapes of exquisite design and decoration, on a superior white body, that has made the name "Morimura" a synonym for excellence in Japanese china. Every buyer of this class of china, be he large or small, should see the Morimura display.

Cox & Lafferty, have enough new goods in glassware to keep the buyer very busy looking over them. The new specials from the Imperial glass company, are winners and have attracted considerable comment. From the Seneca Glass Co. they are showing a complete line of glass plates, in all sizes, and a number of new lines in cut glass stemware. It will pay the trade to call and see the new goods.

The new "Paroutaud" line of French china at the wareroom of Fondeville & Van Iderstine is being placed on display as fast as the importations are received. Practically all the flat pieces are now in, and are ready for inspection. There are about two hundred patterns shown, and many novel shapes are included. The showing is especially strong on incrustations, and there are many beautiful patterns in hand-painted work, many of which can be used as open stock dinnerware. Their "Marie Antoinette" shape seems to have a number of good points that will commend it to buyers.

George E. Gaylord, president of the Enterprise Cut Glass Co., of Elmira Heights, N. Y., has an exceptionally good display of fine quality glass at the Marlborough. One of their principal designs, is the "Rambler Rose" which is reproduced in cut glass of every description from the small nappie to the large vase and punch bowl. Mr. Gaylord has already received a number of good orders.

"Judging from the comment of buyers," said the manager of the New York showrooms of the Bradley, & Hubbard Mfg. Co, "we are satisfied that we could

not have prepared a line more suitable to their needs. We have a very good line, without doubt, and the way that business is coming in is very encouraging as well as satisfactory."

The principal reason why buyers never fail to call on the Consolidated Lamp and Glass Co., is because experience has shown them that they are sure of seeing the very latest designs in lighting glassware, in plain, decorated and colored styles. The company's line is particularly extensive this season, and aside from the lighting glassware, contains much of interest. Many novel styles in lamps are on display that seem to possess the necessary qualifications for ready sales.

A. L. Blackmer, of A. L. Blackmer & Co., arrived in New York Monday with four trunks filled with good things in the cut glass line. He is showing at the New Grand. Popular-priced goods are featured.

The full line of striking novelties in brass, of the Turner & Seymour Mfg. Co., including jardineres, vases, trays, smoking sets, etc., is now on view at the showrooms of C. B. & J. Warner. The entire line is very strongly constructed, and made up in all the finishes. There are more things than ever to choose from, at prices that are quite moderate.

A number of buyers have taken advantage of the low-priced samples of old import lines that are being closed out by Louis Wolf & Co. The firm's removal takes place on the 15th of next month, and the time is getting short for bargains.

Manager Geo. H. Woodworth, of the Weller sample room, has received a number of new additions to the ivory art ware. The line embraces many shapes in ferns, jardiniere and vases. The Egypta ware has been selling exceptionally well. It is a distinctive line with a carved wood effect in relief. The decorations have interesting historical and religious subjects taken from tablets found in the Euphrates valley

which are thought to have been made about 2,000 B. C. The ware is finished in the new wax treatment and is made up of an extensive line of vases which are attractive sellers because of the odd shapes as well as the wholly new decors.

A. R. Marryatt, 32 Park place, will be in charge of a fine display of cut glass at the National Household Show, booth 74. The line is that of the Pioneer Cut Glass Co., whose goods enjoy an enviable reputation for deep cuttings and high finish. The feature of Mr. Marryatt's display that will undoubtedly attract great attention from buyers will be a nine-inch bowl on which orders will be taken at \$3 each.

Bates & Ledden have received a number of new samples of the Guernsey brown and white ware which make their display of considerable size. The recent arrivals were various sizes of round and oval casseroles and a number of fancy shapes with fluted sides. A few pieces were also added with a dull brown unglazed finish outside.

W. H. Dunn & Co. have taken the exclusive control for the United States of the business of the old firm of F. H. Lovell & Co. The samples are now ready for inspection. The line consists of decorated lamps, lanterns, portables, shades, etc. They have also taken in a line of brass goods from the Arlington Stamping Co.

Endemann & Churchill are closing out their import sample line of Vienna plates, cups and saucers, chocolate cups and saucers at fifty cents on the dollar. They also will dispose of fancy French plates at the same cut.

ANNUAL REPORT OF THE UNITED STATES GLASS CO.

THE nineteenth annual report of the United States Glass Co. for the fiscal year ending June 30, 1910, has just reached us under date of August 8th. President Knox reports to the stockholders matters of interest to them. It is a well written, instructive paper in which he reviews the year's work.

Wm. M. Anderson, manager of the manufacturing department, in his report goes into details respecting the work at the various factories, the improvements that have been made and many other things that will please the stock holders.

Marion G. Bryce, manager of the commercial department, condenses a whole lot in the statement that the shipments exceeded any year since 1903 and were nearly half a million greater than 1909.

Ernst Nickel, the treasurer, states that \$28,182.72 in extraordinary expenditures were charged off in ad-

dition to all regular operating repair and replacement outlay. A substantial reduction of \$61,200 was made in bills payable (thereby reducing interest charges) and the bond notes were reduced \$21,092.40, another reduction of \$10,546.20 is promised on September 1st next and the remainder extinguished in two years from that date. The gross profit for the year was \$141,238.48 and the gain was \$113,055.76.

RESOURCES AND LIABILITIES JUNE 30th.

RESOURCES	
Property, Works, etc.	\$2,592,758 01
Net investment Glassport Land Co.	796,166 27
Inventories—Glass, Material, etc.	446,829 43
Accounts Receivable	487,172 99
Bills Receivable.	5,884 14
Cash	92,455 24
Investment Securities	20,815 00
	<u>\$4,442,081 08</u>
LIABILITIES	
Accounts payable.	\$ 146,847 89
Bills payable	115,500 00
Bonds outstanding	390,600 00
Non-interest bearing notes attached to bonds, payable in 5 semi-annual installments.	52,731 00
Capital stock	3,200,000 00
Surplus	536,402 19
	<u>\$4,442,081 08</u>
Gross profit for year ending June 30	\$ 141,238 48
Less extraordinary expenditures for improvements, replacements, etc.	28,182 72
Net gain for year ending June 30	\$ 113,055 76

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g July 25, '10	Corresponding period 1909	Exports Jan. 1 to July 25, '10	Corresponding period 1909
Boston	681	586	4732	4271
New York	653	561	4465	3280
Baltimore	1923	2013	8925	10298
Philadelphia	446	448	3744	3028
New Orleans	550	164	1452	1741
Newport News	100	171	155	922
San Francisco .....	...	...	...	151
Portland (Me.) .....	...	...	1029	1871
Galveston	76	190	745	773
Portland (Or.) .....	...	...	...	95
Inland Points	20	69	1365	679
Total	4449	4202	26612	27109

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g July 30, '10	Corresponding period 1909	Exports Jan 1 to July 30, '10	Corresponding period 1909
New York	212	114	5098	4886
Boston	221	212	4318	3097
Philadelphia	206	106	3584	3378
Baltimore	720	...	11685	10965
San Francisco .....	...	...	151	151
New Orleans	5	16	1722	1717
Portland (Me.) .....	...	...	1943	1943
Galveston	249	...	1005	756
Newport News .....	...	...	922	922
Portland (Or.) .....	...	...	55	55
Inland Points .....	...	...	864	864
Total	1613	448	31347	29734



La Rochelle Vase
By the Imperial Glass Co.
Cox & Lafferty Representatives.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- G F Williams, with The Fair, s, Chicago, Ill. 684 Broadway.
 H Chain, with Gimbel Bros, hf, Milwaukee, Wis. 821 Broadway.
 S B Milliard, with Pantan & White Co, s, Duluth, Minn. 45 East Seventeenth street.
 H Jehlinger, with A Hamburger & Sons, s, Los Angeles, Cal. 487 Broadway.
 O Phillips, with McCreery & Co, hf, c, Pittsburgh, Pa. 214 Church street.
 W B Stanton, with Stewart & Co, c, t, Baltimore, Md. 214 Church street.
 D E Healy, and J Donoghue, with Castner, Knott Dry Goods Co, hf, c, Nashville, Tenn. 214 Church street.
 J F Ramp, with J Bacon & Sons, c, Louisville, Ky. 214 Church street.
 J Kling, with Holzheimer & Shaul, hf, c, Amsterdam, N Y. Navarre.
 F J Knoedler, with L B Root Dry Goods Co, hf, c, g, s, Terra Haute, Ind. 214 Church street.
 C D Fisher, with L S Donaldson Co, s, Minneapolis, Minn. 2 Walker.
 G C Tonolla, with A Eisenberg, c, hf, Baltimore, Md. Latham.
 H Salomon, with Rothschild & Co, t, Chicago, Ill. 43 Leonard street.
 A F Brockman, with The Fair, hf, Chicago, Ill. 684 Broadway.
 A P Lyons, with Stix, Baer & Fuller, hf, c, g, St Louis, Mo. 684 Broadway.
 J Earion, Jr, with Pelletier Co, ht, t, c, Sioux City, Ia. 45 E 17th street.
 W C Garrison, with Berwick Store Co, g, c, Berwick, Pa. Breslin.
 A A Sprague, with Howland Dry Goods Co, hf, Bridgeport, Conn. 75 Spring street.
 E C Poage, with Geo W McAlpin Co, hf, c, t, Cincinnati, O. 214 Church street.
 R H Schneff, with Columbus Dry Goods Co, hf, Columbus, O. Imperial.
 F R Lehman, c, New Philadelphia, O. Gilsey House.
 A S Budis, with Rosenbaum Co, s, Pittsburgh, Pa. 31 Union square.
 J. H. Hahn, with Lion Goods Co, hf, c, g, Toledo, O. 214 Church street.
 E A Cosgrove, with Wm. Barr Dry Goods Co, g, s, St Louis, Mo. 72 Leonard street.
 D E Healy, with Lion Dry Goods Co, hf, Toledo, O. 214 Church street.
 L M Freeland, with J B White & Co, Augusta Ga. 214 Church street.
 J C Lynch, with Stewart Dry Goods Co, hf, c, Louisville, Ky. 214 Church street.
 E D Stauffer, with The May Co, t, Cleveland, O. 4 Washington place.
 H Eisenberg, with Dives. Pomeroy & Stewart, t, Reading, Pa. 2 Walker street.
 O T Ballhorn, with E Schuster & Co, s, Milwaukee, Wis. 31 Union square.
 C T DuLaney, with Dulin & Martin, c, Washington, D C.
 John Friedel, c, Wheeling W Va.

- A L Gauthier, c, Waterbury, Conn.
 A Dupius, with Gimbel Bros, s, Milwaukee, Wis. 821 Broadway.
 E. D. Garrison, Sanger Bros, hf, Dallas, Tex. 15 Mercer street.
 W A Brust, with J N Adam & Co, c, Bugalo, N Y. 214 Church street.
 Mrs Downing, and C E Crosby, with L S Ayres & Co, s, Indianapolis, Ind. 31 Union square.
 Mr Jorgensen, of Jorgensen-Belsch Co, Green Bay, Wis.
 A C Pohlman, with Daniels & Fisher, Denver, Col.
 H Greve, with The Fair, t, Chicago, Ill. 684 Broadway.
 B Petherick, and N A Ferrie, with A T Lewis & Son Dry Goods Co. hf, c, t, Denver, Col. 16 East Eighteenth street.
 J H Hertzberg, with S Kann Sons & Co, c, hf, s, Washington, D C. 621 Broadway.
 L A Hazlehurst, with J Bacon & Sons, c, Louisville, Ky. 214 Church street.
 R Illsley, with Barnard, Sumner, Putnam Co, c, Worcester, Mass. 75 Spring street.
 N R Zwetow, with Golden Eagle Dry Goods Co, s, Denver, Col. 63 Leonard street.
 J Armstrong, with Hochschild, Kohn & Co, s, Baltimore, Md. 21 Union square.
 A J Woit, hf, and J McDonald, t, with Gimbel Bros, Milwaukee, Wis. 821 Broadway.
 F Kohn, with H Straus & Sons Co, c, hf, Louisville, Ky. 817 Broadway.
 A Lipman, of Lipman Bros, hf, San Francisco, Cal. Marie Antoinette.
 G N Everett, with Woodward & Lothrop, hf, Washington, D C. 438 Broadway.
 F C Fleischmann, with I Freimuth, hf, c, Duluth, Minn. 821 Broadway.
 Henry J Rosentihl, Union Springs, Ala. 46 West Tenth street.
 J J Shear, c, with Malden (Mass.) China Co.

OLD ENGLISH JUGS

JUG, in old England, was a term derived from the French and then corrupted either in its meaning or its use until it came to stand for a crock, a cup or a mug. Flagon and tankard meant much the same thing, and basin, as well as bowl, was used interchangeably with jug. The chalice, the pitcher and the pipkin—all old terms—were vessels, too, and they seem to have generously and freely shared with the jug its shape. Those of Celtic origin, made in primitive Britain, were suprisingly like the vessels of the American Indian squaw, but they soon took on an interesting form and decoration which easily defined their use as drinking cups.

Green earthen pots

were used as mugs by Elizabethan gentlemen, and drinking cups bore the Tudor rose or the monogram of a queen. Jugs designed to entertain the drinker were not rare; some took on the shapes of bears and other animals; one was a far-famed "owl jug," which was, in reality, a pitcher.—*Philadelphia North American*.

BUSINESS BRIEFS.

J. W. Cook, Fulton, Mo., has sold his business to the J. C. Mundy Co., who will handle housefurnishings, enameledware, glass and pottery.

* *

The A. K. Hutchinson Furniture and Undertaking Co., of Colorado, Texas, will add a line of housefurnishings, domestic pottery and glassware.

* *

The Rogers Lumber Co., at Bingham Lake, Minn., have decided to add a line of china, domestic pottery, housefurnishing goods and glassware to their stocks.

* *

Fire last Monday destroyed the building and contents of the R. F. Kirwin Ornamental Glass Co., of St. Louis, Mo. Loss thirty-five per cent, insurance \$41,000.

* *

The capital stock of the Lancaster Hardware Co., of Lancaster, Texas, has been increased from \$20,000 to \$24,000. Housefurnishings, pottery and glass will be carried.

* *

Fire destroyed the stock of L. N. Neal at Brownsood, Texas. He will continue in the business, handling hardware, housefurnishings, domestic pottery and glassware.

* *

S. S. Kresge Co., of Detroit, Mich., will open a new five-and-ten-cent store in Elmira, N. Y. This company has a chain of about sixty stores in operation in different cities.

* *

A blunder in sending a shipment of blanks intended for another concern caused the Lestershire (N. Y.) Cut Glass Co. to close down for one week awaiting delivery of the blanks ordered.

* *

Thirty-Third Street Restaurant Co., of New York city, was incorporated to run hotels and restaurants. Capital \$25,000. Incorporators: A. M. Colucy, M. Rosen and S. Fuchs, New York city.

* *

Gartner, Sons & Co., of Millbrook, N. Y., was incorporated to operate a department store with capital of \$100,000. Incorporators: I. Gartner, W. S. Gartner, and L. W. Gartner, New York city and A. V. Gartner, Edgemore, N. Y.

* *

New general merchandise stores have been opened during the past fortnight as follows: Lars and Joseph Jacobson, Madison, Minn; Martin Hanson, Hendrum, Minn; M. Andrus, Joliette, N. D.; G. C. Gallock, Crosby, N. D.; T. J. Coughon, Lamro, S. D.; Julius Bagstad, Harold Minn and George E. Bricker, Memphis, Neb.

* *

The Banksville (Pa.) Co-operative Association has issued its statement for the quarter of April 1st

to June 30th of this year. The store in that period did a cash business of \$8,010.01. On this amount the directors have declared a quarterly dividend to the stockholders of twelve per cent and to the non-members of six per cent. The association has a surplus, after the payment of the dividend, of \$1,237.25. The Banksville Co-operative Association is one of the oldest, if not the oldest, successful co-operative store in the country. It was founded between nineteen and twenty years ago by a company of miners in Banksville. The association has 268 shares of paid-up stock valued at \$10 per share. All business is done on a cash basis and goods are sold at the market price. Stockholders are allowed a credit of \$10, the value of the share of stock. Shareholders are limited to one share each. Each purchase made by a shareholder is entered and at the end of the quarter the dividend is apportioned according to the amount of goods purchased during the quarter, so that a family spending \$100 in the store would receive back a cash dividend of \$12. Patrons of the store, who are not shareholders are entitled to six per cent on the amount of their purchases.

LATE CUSTOMS RULING.

The Decorative Glass Co. was defeated August 2nd in an attempt before the Board of United States General Appraisers to obtain lower duty on small incandescent electric light bulbs composed of decorated blown glass. Metal also entered into the construction of the bulbs, but, according to General Appraiser Sharretts, who writes the decision for the board, decorated glass is the component of chief value.

Duty was assessed by Collector Loeb on the articles at the rate of sixty per cent. under Paragraph 98, which provides, among other things, for "articles in chief value of glass." The importer set up the contention that the merchandise should be admitted at forty-five per cent as being "manufactures of glass" under the provisions of Paragraph 109, which specifies goods of this character. The General Appraiser says, on the findings of the board, the protest must be overruled.

ART TREASURES DESTROYED.

A FIRE at the Brussels exhibition this week did a damage of \$10,000,000 destroying art treasures of pottery, furniture, paintings, jewels, etc. Among the losses are five cases of Wedgwood ware and Clarence Wilson's Chippendale Cabinet filled with specimens of early Worcester and Chelsea china. Miss Colston lost a large private collection of a most varied and costly nature, including an extremely rare blue and white Bristol bowl, Worcester and Wheildon services with Chelsea figures and groups, Langton Hall, plates, etc.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 18, 1910.

THE DEMANDS OF LABOR.

THE laborer is worthy of his hire. The point is to determine what that hire is. Supply and demand are supposed to regulate that, or rather, it was the case a few years ago. Now it seems as if the walking delegate or business agent regulates wages. Working on a stated salary themselves they have to do something to earn their stipend, so they persuade the workers that they ought to have more money. If they can get it, well and good, but how much better off are they in the end. For the last few months whenever there has been a strike for higher wages it has been on the plea that the cost of living is so high that more money is needed. There is no disputing that it is costing a lot more to live now than it did five years ago. Writers, lecturers and all kinds of people have been explaining why living is high, and the views are as diversified as the writers. To our mind, as has once before been expressed in these columns, a large part of the increased cost of living has come from labor's demands. The hatter strikes for an increase and gets it. The shoemaker, having to pay more for his hat, strikes and gets more pay. The butcher and grocer paying more for hats, shoes and clothing raise their prices. The railroad men in turn must get more money, because all commodities are higher. Next the railroads increase the commutation rates and are trying to raise freights. The hatter now finds that since he has obtained his first raise in wages that he is no better off and so must demand more pay. So he starts the ball rolling

again. Where it will stop, nobody knows, but it is a safe prediction that, sooner or later, wages will become so high, everybody will stop paying, and there will be a hungry crowd, sorry that they were not satisfied with what they had. The majority of the working men and the best workers are not in the unions. Statistics show that less than fifteen per cent are enrolled, and of that, a large number are only members because they find it easier to go with the union than to run the risk of abuse. The glass men have recently demanded and obtained a five per cent increase. Now, a branch of the potters want ten per cent. That makes glass cost more, and if the potters get their ten per cent, pottery will cost more. The manufacturers will have to revise their prices. So, the ball starts rolling again.

It would be a very comfortable state if everybody had plenty of money, and no work to do. But the millenium has not yet come.

PERSONAL.

AMONG the regular visitors to New York, who can be counted on twice a year is John Friedel, of Wheeling, W. Va. He belongs to the fast diminishing Old Guards and in an interview with him on Monday he said he began to feel lonesome when he came here. Mr. Friedel does both a jobbing and retail trade. His retail business in Wheeling is about the same as last year but not any better. This is because of strikes in the mills in his vicinity.

H. S. Lincoln, who has been ill for so long, has shown a marked improvement this week. On Friday of last week he underwent an operation since which he has gained materially and hopes are entertained that he will soon be about again.

William P. Lynch, of Taylor, Smith & Taylor, departed on Sunday to cover Philadelphia, Baltimore and Washington.

J. H. Venon is back from his European trip having arrived on La Provence last Friday. He is more than pleased with the way his glass line is coming through. He has a lot of new things in china to show.

John C. Wiarda, a manufacturing chemist, living at 137 Hooper street, Brooklyn, took several friends up the Sound last Saturday aboard his auxiliary sloop the Loretta. While standing at the bow he suddenly collapsed and fell, his head and arms touching the water, while his body was supported by his feet, which had caught in the deck rail. Efforts to revive him were unsuccessful until the

Loretta was run to East 110th street, where Dr. Richardson, of Harlem Hospital, restored him, who, he said had suffered an attack of acute indigestion, Mr. Wiarda was taken home in an automobile.



Henry J. Rosentihl, of Union Springs, Ala., is in the city purchasing his fall stock of cut glass, china, brass and art metal goods. His address is 46 West Tenth street.



Although not certain, it is probable, that A. Gredelue will return from abroad on the 27th.



Norman C. Walker, of Meakin & Ridgway, returned Wednesday week from an enjoyable vacation spent at Cupsuptic Lake, Maine. While up there, Mr. Walker, spent a lot of his time fishing and caught many "finny" beauties, including an eight and a half pound salmon.



A. B. Evans, of Meakin & Ridgway, returned last Monday from Ocean Grove, where he was rustica-ting the last two weeks.



Frank P. Woomer, of the Flower City Cut Glass Co., is attending to business at the New Grand with his hands bandaged, due to contracting poison ivy. He is glad to inform his customers, however, that the fingers he usually employs in writing orders have been singularly spared.



George E. Gaylord, of the Enterprise Cut Glass Co., who is showing at the Marlborough now, made a flying trip Saturday to the factory at Elmira Heights, N. Y., returning Monday morning.



E. W. Schulz, with H. C. Kupper came home from his vacation on Monday to find dog day weather. He sighed for the cool breezes he had left but buckled right down to business.



Louis Reizenstein, of Pittsburgh, arrived in New York from Europe on the St. Paul last Saturday. He was only in New York a couple of days and went home.



Chas. Streiff, of Wm. Guerin & Co., returned Tuesday from a trip of several weeks spent at his Limoges factory.



Max Strensch, of Koscherak Bros., came back Monday from his vacation in upper New York.



William V. Higgins, the old-time pottery salesman is sick and in distress and is confined in a hospital in Trenton. Mr. Higgins is seventy-five years old and has spent the best part of his life selling crockery, traveling for the Wheeling pottery for years and later

for the Globe pottery, of East Liverpool. The latter have given up the Eastern territory which left Mr. Higgins without employment.



Chas. H. Taylor, of the Jewel Cut Glass Co., is due at headquarters Saturday from a vacation of two weeks in Philadelphia.



J. J. Shear, of the Malden (Mass.) China Co., was visiting New York last week. He said business was picking up very well.



Louis F. Meyer, who has been buying for Lycett Stationers, Baltimore, has resigned and is back in New York.



C. T. DuLaney, with Dulin & Martin, Washington, D. C., was buying in the market this week. Mr. DuLaney is well posted in pottery particularly of the better grades and is always a welcome visitor here.



Chas. Robb, eastern traveler for the blanks of the Libbey Glass Co., came into the District Monday for a short stay.



Geo. Lobsitz is back in the District again, having returned from his vacation Monday.



Chas. L. Casey, of the Guernsey Earthenware Co., arrived in the District Wednesday for a stay of a week or more.



Mr. Bermas, china and glass buyer for Batterman's, Brooklyn, has returned from his vacation.



W. G. Benedikt, china and glass buyer for Bamberger's, Newark, N. J., returned Monday from his two weeks' vacation.



Miss Lynch, assistant china and glass buyer for O'Neil-Adams Co., left last Saturday on a two weeks' vacation



Winslow Goodwin, treasurer of the Goodwin & Kintz Co., arrived at the company's New York office Thursday morning. This is his first visit here in three months.



H. Goldman, of Grand street, returned Monday from a stay of six weeks at Lakewood, N. J.



P. Lewis, jeweler of Andalusia, Ala., arrived Wednesday to buy cut glass and lamps.



A. L. Gauthier, of Waterbury, Conn., was among our office callers this week. Mr. Gauthier came to New York a few years ago a stranger. He obtained

a position through this paper and has gradually worked up to be the proprietor of a successful business. His experience shows what ability and pluck will do for a man.



J. L. Haygood, of the Alabama Jewelry Co., Greenville Ala., is in the District this week placing orders for portables and cut glass.



Harry G. Mills will be at the Hotel Earlington August 22nd to 27th, inclusive, with lines from the Homer Laughlin China Co.



R. G. West, of the Higbee Glass Co., was in New York this week on his way home after a vacation of a week at Atlantic City.



F. C. Fleischmann, buyer for I. Freimuth, Duluth, Minn., is in town. He says that never in the history of the house have they done as much business as they did this year. Such reports are the kind we like to hear.

THE HOUSEHOLD SHOW.

THE exhibition of housefurnishing goods opens at Madison Square Garden on Saturday August 20th. About one hundred names are noted as exhibitors, but many big representative houses like Lalance & Grosjean, National Enameling and Stamping Co., Bissell and other manufacturers of housefurnishing goods have evidently not taken the show seriously.

The various days beginning August 22nd have been given the following titles: Monday, Educational Day; Tuesday, Municipal Day; Wednesday, Newly-Weds Day; Thursday, Domestic Science Day; Friday, Old Folk's Day, and Saturday, Bachelor's Day.

OBITUARY.

SAMUEL J. LEIGH, one of Trenton's best known potters died at his home last Friday after an illness of two years. Mr. Leigh was fifty-five years of age and had been employed at the Enterprise pottery for a long time. He was at one time prominent in politics and served his ward in Council.

Edward H. Murray, a prominent crockery merchant of Watertown, N. Y., died August 11th after a brief illness of indigestion supplemented by heart failure. He succeeded his father who died ten years ago the firm then being L. R. Murray & Son. He was forty-three years old.

Mrs. Ida C. Steiner, wife of William Steiner, died on August 11th at Frederick, Md., while he was on a business trip in Florida. The funeral was held at the home of Frederick Steiner and the interment in Greenmount Cemetery, Baltimore.

AT BOSTON.

IT occasionally happens that extremes are attractions, and this was proven by the trade last week, the majority of whom say it was an exceptionally brisk week—in fact, the biggest one this summer. The preceeding week was the dulllest, and while business has been of the "spotty" character for a long while, the margin of gain this week was unusually large. One department store in particular, running a special sale, had a holiday throught all week, and several of the other buyers also attest a marked improvement. On the whole, the trade seems to be attacked with "businessitis," which is an ailment that's welcome.

John J. Reed, of 164 Federal street has taken on a line of brass easels made by the Camden (N. J.) Art Brass Works. Mr. Reed says he is having success with the Liberty Cut Glass Co.'s line, and anticipates a lively Fall business.

Edward Miller & Co. recently received samples of a number of gas desk lights, which if possible to say so, establish a little higher standard for Miller products, both for quality and selling virtue. The entire Fall line shows "class" with enough weight to roll down the dealers' rockiest road to a boulevard surface, thus insuring an easy path to Hotel Profit.

One of the up-town Boylston street china and glass stores that has a number of pretty window displays is the Wells-Burrage Co. Mr. Wells is an old experienced china-glass man, and has built up a nice trade in that section of the city.

John J. Curry, Houghton & Dutton's glass buyer, has hied away with his family to Winthrop Beach for the next two weeks. Meanwhile they are running some great glass bargains, for instance: twelve-inch punch bowls at sixty-nine cents, one-half gallon glass pitchers, fifteen cents, a forty-four-piece dinner set for \$1.69, etc.

W. H. Cleveland, of Bristol, Conn., left a few orders with the Boston boys lately. Mr. Cleveland has a great store at Bristol and they say he is rivaling the U. S. Mint in making money.

James Leary, of O'Gorman's, and Mr. Dunmore, of the Shepard Co., Providence, R. I., both well-known china and glass buyers, are off duty, and are

signing hotel registers instead of orders. They will return in another week.

Frank H. Lane, of the Art department of Bigelow, Kennard & Co., recently inherited \$12,000. Since then, Mr. Lane says he has received a bunch of requests for loans, donations, and one "threat" to leave twenty dollars at a certain spot, under "terrible penalty," but he's still on the job. In case Mr. Lane's coin gets too heavy, the writer will be glad to shoulder the "burden" without charge.

William Swain with Geo. W. Beals, testifies that the new shade line of the International Shade Co., Springfield, Mass., is gaining rapidly in totaling a big volume of Fall business.

H. J. Smith, the New England man for Cox & Lafferty, has ended his vacation pursuits and was seen in Providence the other day looking for orders. No doubt he got them, having excellent bait in the lines of the Imperial Glass Co. with the LaRochelle pressed glassware and the lead blown glass of the Seneca Glass Co.

On the Friday special sales, Henry Siegel Co. certainly liven things up, especially so in the china department. Thin blown seltzer and vichy glasses at two cents each and three-piece Austrian china tea sets at forty-five cents are two of the levers to lift the contents of purses.

S. T. Lee, the china and glass man of New Bedford, was with us for a day last week.

Additional samples of the Fostoria Glass Co.'s line of sterling silver deposit ware have been received by the Boston man, Henry T. Edwards, and these with the former pieces, make a very striking line. D. J. Mahoney says his sales on this line of goods have been excellent and he anticipates still greater briskness this Fall. D. J. is on a tour of the Massachusetts territory.

Harry B. Hollis, Boston representative for the pressed and blown glass lines of the Cambridge (O.) Glass Co., says he is having all he can do to care for local business, and it will probably be two or three weeks before he attempts to lasso the wild New England orders. Harry is one of those jovial fellows that's hard to break away from without leaving some of the "please ship us" blanks.

James Hanning, of Jordan Marsh Co., is back from his vacation and ought to be in the New York market at this time.

Paul Phillips, R. E. Phillips and S. A. Weller are an art ware chain that is composed of three strong links, denoting in a symbolic form jardiniere bestness.

And the Phillips Brothers are surely educating a lot of the trade that that's the truth. R. E. Phillips is covering Maine while Paul M. Phillips is looking after other territory.

The Buffalo Cut Glass Co.'s eight-inch footed fruit bowl, built on the lines of a punch bowl, is all the go with John W. Power, the Boston man. He says that while the entire line is selling well, it is customary to find two or three good things that lead the sales sheets.

A. U. Reaves, assistant to Tim. O'Connell, cut glass buyer at A. Stowell & Co., Inc., is whiling away time rowing boats and doing other vacation stunts.

McCLURE'S TEN-CENT STORES.

THE rapid success of C. W. McClure, of Atlanta, Ga., who has recently returned to the South from a trip through the pottery and glass districts is an interesting one. He got his first business education while employed in a five-and ten-cent store in St. Louis. That was a number of years ago.

He watched the goods come in the back door and saw them go swiftly out the front. When a girl got smart or tapped the till too hard he fired her. He looked after the windows, counters, shelves, basement and in fact the whole store. If he could not work at this, he worked at that. And all the time he was using his good sense and feasting on good ideas.

Finally he drew his pay envelope one night and started south. This section was lively and Atlanta was growing. He headed for that town and after straddling a pie counter set out to look for a location for a five-and ten-cent store. In a short while the Georgians, had the pleasure of gazing at a sign which read "McClure Ten-Cent Co.," and they proceeded to take possession of this store and pay money for the goods he had in it.

The natives, both colored and otherwise, spent a barrel of shekles at this place and Mr. McClure proceeded to engage in a branch business in a neighboring locality to the delight of the inhabitants of that place also, and to the chagrin of the other merchants.

He got to growing so fast, or his business did rather, that he soon had a whole store for about every dollar he had when he hit Atlanta.

The McClure Ten-Cent Co., with headquarters in Atlanta, now operates ten stores throughout the south

HIS wife's away, and he to-day
Bemoans his fate and wishes
He hadn't let the total get
To 20,000 dishes.



IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
August 16, 1910.

BREMEN

2 packages glassware.....	L Straus & Sons
4 " "	Eimer & Amend
19 " "	A Steinhardt & Bro
12 " "	Samstag & Hilder Bros
212 " "	Miscellaneous Orders
18 " "	Knauth, Nachod & Kuhne
42 " "	Strobel & Wilken Co
71 " "	Miscellaneous Orders
39 " earthenware	Strobel & Wilken Co
126 " toys.....	Geo Borgfeldt & Co
25 " "	Bawo & Dotter
6 " "	H Kupper
47 " "	L H Mace & Co
21 " "	C B R uss
12 " "	F A O Schwartz
99 " "	Strobel & Wilken Co
52 " "	Miscellaneous Orders

ANTWERP

117 packages glassware	B Guntel
18 " "	L Straus & Sons
29 " "	Strobel & Wilken Co
67 " "	Miscellaneous Orders
175 " chinaware	Theodore Haviland & Co
22 " "	Vogt & Dose
19 " earthenware	G F Bassett & Co
20 " "	L D Bloch & Co
14 " "	Koscherak Bros
11 " "	E R Thieler
58 " "	Strobel & Wilken Co
3 " "	Miscellaneous Orders
119 " toys.....	B Ilfelder
9 " "	A Steinhardt & Bro
19 " "	Koscherak Bros
77 " "	C B Rouss
18 " "	L Straus & Sons
31 " "	G W Travers
189 " "	Strobel & Wilken Co
243 " "	Miscellaneous Orders

HAMBURG

69 packages glassware	Strobel & Wilken Co
10 " "	O Goetz
9 " "	Frank & DeKeyser
2 " "	J Wygand & Co
20 " "	L Straus & Sons
4 " "	Koscherak Bros
13 " "	Knauth, Nachod & Kuhne
5 " "	Lazarus & Rosenfeld
200 " "	Miscellaneous Orders
73 " chinaware.....	Bawo & Dotter
4 " "	J H Venon
1 " "	Miscellaneous Orders
20 " earthenware.....	H Kupper
10 " "	F Bing & Co
20 " "	Fensterer & Ruhe
39 " "	O Goetz
5 " "	J Palme
72 " "	Strobel & Wilken Co
97 " "	Miscellaneous Orders
63 " toys	B Ilfelder & Co
33 " "	Samstag & Hilder Bros
7 " "	Geo Borgfeldt & Co
240 " "	Strobel & Wilken Co
153 " "	Miscellaneous Orders

LIVERPOOL

6 packages earthenware.....	The Rowland & Marsellus Co
38 " "	E Boote
2 " "	Ed Butler
9 " "	Froeber & Vollrath
12 " "	Fondeville & Van Iderstine
18 " "	Maddock & Miller
11 " "	W S Pitcairn
3 " "	W H Plummer
11 " "	L Straus & Sons
81 " "	Miscellaneous Orders
18 " toys.....	Strobel & Wilken Co

LONDON

32 packages toys	Geo Borgfeldt & Co
28 " "	Strobel & Wilken Co
54 " "	Miscellaneous Orders

COPENHAGEN

40 packages glassware	Fensterer & Ruhe
15 " "	Miscellaneous Orders
8 " earthenware	Bawo & Dotter
106 " toys.....	Geo Borgfeldt & Co
44 " "	Miscellaneous Orders

HAVRE

49 packages chinaware	Wm Guerin & Co
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ROTTERDAM

83 packages earthenware	Geo Borgfeldt & Co
62 " "	Bawo & Dotter
16 " "	L D Bloch & Co
53 " "	Lazarus & Rosenfeld
40 " "	Miscellaneous Orders
123 " glassware	Geo Borgfeldt & Co
84 " toys	F A O Schwartz
281 " "	Geo Borgfeldt & Co
152 " "	B Ilfelder & Co
353 " "	Miscellaneous Orders

SOUTHAMPTON

13 packages chinaware.....	C L Dwenger
36 " "	Blakeman & Henderson
39 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

55 packages earthenware.....	Jones, McDuffee & Stratton Co
24 " "	Mitchell Woodbury & Co
5 " "	Richard Briggs Co
32 " "	Miscellaneous Orders

ANTWERP

21 packages earthenware.....	Jones, McDuffee & Stratton Co
168 " "	Geo Borgfeldt & Co
2 " "	Bawo & Dotter
28 " "	Stone & Downer Co
4 " "	Mitchell Woodbury Co
57 " "	L Wolf & Co
59 " "	Miscellaneous Orders

HAMBURG

25 packages earthenware.....	Jones, McDuffee & Stratton Co
11 " "	L E Knott Apparatus Co
13 " "	Bawo & Dotter
59 " "	F W Woolworth
223 " "	J B Moors & Co
90 " "	American Express Co
16 " "	L Wolf & Co
19 " "	Patterson Wyld & Co
29 " "	R F Downing & Co
55 " "	Ocean Transit Co
49 " "	Geo Borgfeldt & Co
826 " "	National Despatch Co
18 " "	Miscellaneous Orders

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Officials of the Glass Association at the local headquarters have been advised of the marked increase in the volume of imported glassware for the past fiscal year, and also of the increase in the imports for the last month of the fiscal year. The association, so it is reported, is of the opinion that much of this business could be kept at home, and that considerable of the volume is but a duplicate of that made in the United States. The imports of glassware for June, 1909, totaled \$268,786, while that for June, 1910, totaled \$308,424, or an increase in favor of the last June of \$39,638. For the fiscal year of 1910 the imports totaled \$6,553,764, which is an increase over 1908 of \$3,144,245, and over 1909 of \$1,291,574. In 1908 the imports totaled \$3,409,519, while that for 1909 amounted to \$5,262,180. To offset this report, the exports of American flint glassware was not at all small, considering the volume of consumption at home and the number of factories engaged in the business. In June, 1910, the exports totaled \$235,716 and for June, 1909, the exports were \$211,601. For the fiscal year ending in June the exports amounted to \$2,722,390 while that for 1909 totaled \$2,095,932. In 1908 the exports were \$2,374,143. The increase of the exports for 1910 over 1908 is \$348,247. Recently representatives of the American manufacturers had the matter up with the several departments at Washington with a view of looking into the import phases of glassware, but so far nothing has become of the effort.

Art glass shades with metal relief work are becoming very popular among the buyers this season, and sales of this line will be larger this year than ever before recorded.

James Young, assistant to Thomas Neely of the china and glass department of the Boggs & Buhl store, is spending his vacation in Atlantic City.

There have been fewer glass salesmen in the District during the past month than ever before at this season of the year. The reason for this is given that inasmuch as so many buyers have been in the

east this summer, the salesmen have confined their headquarters to that section.

Work repairing the damage caused by fire at the plant of the Consolidated Lamp and Glass Co. has started. The company is condensing its warehouse and packing departments, and the new buildings will be slightly smaller than the old ones. The new grape effects in shades and domes shown by this factory early in the season are very popular. To increase the line an open top shade and dome in this design is being shown while an electric and inverted shade of the same creation is also to be had. Shades for Showers are also being made in the grape effect. Ben Pritchard, is now representing the company in the southern territory.

Some new effects in Colonial tableware will be shown in January during the glass show at the Ft. Pitt Hotel. It always follows that the glass manufacturers first get out a table set, and then follow with a lot of special pieces to conform with the first creations.

Among the buyers registered in the District during the past few days were Mr. Hoagland, with the Racket Merchandise Co., Kansas City, Mo.; Mr. Lewin with the Onachita Crockery and Glass Co., Monroe, La., and C. E. Mickler, with the S. H. Knox & Co., syndicate.

I. Rothstein, buyer and manager of the china and glass department of the Kauffman store, is away from his desk on a vacation.

Sales of the iridescent glass lines during the past season have been the best so far attained. The five- and ten cent stores have been very liberal buyers of these lines, while the country fairs and park stands have also been good buyers. The demand gives promise of being just as strong next season.

There is more than ordinary reason for believing that the prices of some of the more common tumbler lines will advance before long. It is asserted that the

advance in the stemware and etched lines is only a forerunner of what may be expected on other lines. The commercial department of one of the largest glass manufacturing firms in the District is authority for the statement that other advances are to be made.

S. F. Elkins has been making a trip through the middle and northwest with a line of Krakno shades. He will be out indefinitely.

The Central Glass Co. is showing a long stem optic brandy which holds three-quarters of an ounce. It is a very neat piece.

Considerable business is being booked now by the manufacturers of decorated lemonade and water sets. These goods are to be delivered for the holiday trade, and while the department stores are ordering rather liberally, it is said, the premium goods people are also sending in some good business.

Sales of bar glassware are exceptionally strong, and many factories are unable to ship their business promptly. There are one or two factories making these lines which have good stocks on hand, but as a rule, the demand has been greater than the production.

Edward E. Albus, of Louisville, Ky., is said to be in the market for glass souvenir goods for conventions, fairs and expositions.



The Anero Bottle and Glass Specialty Co. has been formed here by Cleveland, O. O. V. Maurer, with a capital stock of \$10,000. An Ohio charter has been procured.



With a capital stock of \$10,000 the Shadyside, O. Shadyside Glass Co., has been formed here, and it is believed the firm will operate the plant that has been used by the Buckeye Tumbler Co. E. E. Wolf is at the head of the new company.

SHEDD IS OPTIMISTIC.

AMERICA, and the Middle West in particular, has every reason to expect a good fall business, asserts John G. Shedd, president of Marshal Field & Co., who, with his wife and two daughters, recently returned from a trip to Europe.

"Germany appeared to me the most prosperous country I visited" he said. "And the sentiment of those whom I met was that the outlook, while not of what you might call the boom order, was most promising.

"In England, while the business men I met were

hopeful, general conditions were not quite so good, it seemed to me. The situation was similar in France. There has been much rain and cold weather in Europe, and as a result there was general complaint that the hay was rotting in the fields. The hay crop plays a considerable part in the prosperity of many sections.

"I don't see why there will not be plenty of money to meet all requirements of legitimate business in the United States this Fall," he said. "So far as I have been able to discover there is nothing to warrant any other view of the situation. At the same time I believe that the rates on money will be higher."

A NOVELTY WHICH PROMISES TO BECOME A STAPLE.

EVERY year at this time the trade is faced with the problem of completing their stock of novelties for the fall wedding and holiday season. While the salability of many of the novelties offered to the trade is often open to question, a line of silver deposit wares has been introduced by the "Utopian" Silver Deposit and Novelty Co. which has already proven a great attraction wherever put on sale.

The rich, artistic character of these silver deposit goods in itself makes them "good sellers." The criticism which heretofore has been offered re-



THREE NOVELTIES IN THE "UTOPIAN" SILVER DEPOSIT LINE.

garding some silver deposits wares—that they were unsubstantial in quality—cannot be made against the "Utopian" line. In these wares the "deposit" is anything but a "wash" but is composed entirely of pure silver of a very heavy body. The manufacturers have also exercised careful discrimination in the selection of excellent qualities of china and glass for these beautiful objects of art and utility.

Because of the rapid development of artistic taste in this country it is not unreasonable to prophesy that silver deposit wares will soon be recognized by the trade as a staple worthy of as much consideration as cut glass. The desirable results achieved by the "Utopian" company will certainly do much to lift "silver deposit" into the position this attractive merchandise deserves.

Among the Potteries

East and West

East Liverpool and Vicinity.

Nearly \$1,000,000 worth of stoneware was exported by the stoneware manufacturers during the last fiscal year, while the exports of domestic pottery and china amounted to \$99,105. Exports of stoneware totaled \$802,432. Exports of china and domestic pottery for June, 1910, were \$7,960 and for June, 1909, \$7,764, and increase favoring this year of \$196. For the fiscal year the exports were \$99,105: for 1909 \$73,508 and for 1908 \$87,697. For June, 1910, exports of stoneware totaled \$91,912 and for June, 1909, totaled \$66,462. For the fiscal year the exports were \$802,432, and for 1909 they were \$730,037 and in 1908 reached \$1,057,982. This official report leaves no doubt existing, but what the American pottery manufacturers can increase their export business, but very little effort is being made in this direction. The stoneware manufacturers, however, cater to an export trade, and appear to be reaping their reward.

* *

Imports of china for 1910 totaled \$11,021,126; 1909—\$9,809,028; 1908—\$13,427,967. For June the imports totaled for 1910 \$973,555 and for June, 1909, totaled \$1,009,661, a decrease for the corresponding month of \$36,106.

* *

The Zanesville Art Pottery Co., of which D. Schmid is the owner, will not remove its plant to Chester, W. Va., although it was admitted by him that a flattering offer to remove here had been made. "I had a good proposition to move to East Liverpool," said Mr. Schmid "but I could not afford to abandon my present site." The offer to come to East Liverpool was made by Charles A. Smith, owner of Rock Spring Park and who is also interested in several other potteries in this District.

* *

The Globe Pottery Co., has announced that it will not work the eastern territory hereafter, beyond Pittsburgh. Its sales will be confined to the west and south. As a result of this intention, W. V. Higgins, who was covering the east for this company has severed his connection with the sales department. W. L. Gerald will continue in the west and Edward W. Clinton will work out of the home office through the

nearby and southern territory. Because of the increase in sales, an addition to the clay shops has been made necessary.

* *

Among the buyers in the District during the past week were J. H. Miller, of Huntington, W. Va., and Mr. Hoagland, with the Racket Merchandise Co., of Kansas City, Mo.

* *

Pottery salesmen who succeed in taking small orders for their factory after it has been worked up by either a jobber or department store buyer are generally out in the end more than is gained. A few weeks ago a salesman hearing of a small hotel keeper needing some goods through a talk with a buyer with whom he had been doing a nice annual business, went to the hotel and got the business—a very small order. When the buyer learned of the action of the salesman, he went to the office of his firm, ordered all accounts with the pottery paid at once and the pottery will get no more orders from that house. Besides, buyers are rather clanish at times, and the action of this salesman has been spread broadcast through the District where the salesman booked the little order, which was less than fifty dollars. The question is, does it pay to create the ill will of a buyer, no matter how extensive or how small his business is?

* *

The demand for the several catalogues that are being issued by the Homer Laughlin China Co., is the heaviest the firm ever experienced. In fact, they are being sent to all parts of the country. The firm has a catalogue for all kinds of ware it manufactures, and no matter how small or large the buyer, there is a catalogue for his particular requirements. The demand for the August Special Salad Assortment is remarkable. This is a special proposition the firm has been putting out for immediate delivery or for delivery on or before October 1st. Sales have been extensive for this special.

* *

The plain blue print decoration being shown on the St. Regis shape of the Smith-Phillips China Co., has had a most remarkable sale during the past three months, and it is evident that the revival of a former form of treatment proved to be a good thing. The

print is a floral effect and is an attractive one. Business on the "Princess" high grade dinnerware line is beating all previous records, notwithstanding the fact that the shape is declared to be the highest-priced treatment on the market to-day. It is also said that inasmuch as the "Princess" pieces are selected thrice, the dealer is assured of the best that comes from the kilns.

* *

W. C. Brown, representing the Potters' Co-Operative Co., has returned from a very good western and southern trip. T. A. McNicol, sales manager for this plant has returned from a brief visit to Chicago. This factory is doing an excellent business, its "Banquet" dinner service having a most remarkable sale. The tankard line is also of a character that the firm is using all possible effort to keep up on orders.

* *

The following potteries will have permanent exhibits at the Ohio Valley Exposition which is to be given in Cincinnati from August 29th to September 24th: Knowles, Taylor & Knowles, Homer Laughlin China Co., Smith-Phillips China Co. and West End Pottery Co. The best grades of pottery manufactured by these firms will be displayed in a space 200 feet square in the Liberal Arts Building.

* *

Dinnerware continues to be a leader with the Edwin M. Knowles China Co., at its Chester plant. The share is being shown in quite a variety of new treatments, and these are proving to be very popular, especially with the open stock buyers.

✕

Serious trouble is threatened in the pottery industry as the result of thirty-two separate demands upon the Eastern and Western manufacturers submitted last week by the sanitary operatives. In addition to a general increase of ten per cent in wages the men seek a number of important improvements in working conditions, not the least of which is the introduction of such systems as are necessary to rid the work-shops of the dust that is known to be so injurious to health. Better ventilation and sanitation in the plants are also a part of the proposition from the men. They presented their grievances in time for the conference of the employers in Niagara Falls on Wednesday, August 10th, when the annual meeting of the manufacturers was held, and when it was decided to refer the whole question to the standing labor committee for investigation and tabulation preparatory to further consideration. None of the general ware potteries will be affected by the pending demands, the agreement between the bosses and the men in this line continuing until November, 1911, and it being impossible for either side to disturb existing conditions until then. The manufacturers and the men must now thrash it out in the joint conferences that always precede the signing of a new agreement, ordinarily extending over a period of two

years. The Atlantic City convention cut a number of the proposed wage increases from locals, including the kilnmen and moldmakers, and it was due to this action that the latter organization lately threatened to strike. Every increase wanted by the numerous bodies numbered in the thirty-two demands will make the total average increase, is allowed, amount to within a fraction of ten per cent. The conference between committees representing both sides will begin, it is said, about the last of this month or the first of September.

* *

A fine large cedar boat owned by Edgar E. Tatler, president of the Tatler Decorating Company was stolen from its mooring last Saturday morning. The boat was a valuable one and has not as yet been recovered.

* *

Joseph Feehan, an employee of the Maddock Coalport Pottery, fell from a trestle on which he was at work in the plant last Friday and sustained a badly sprained back.

* *

William E. Green, who is associated with Charles Howell Cook in the pottery industry, is already being mentioned as one of the assembly candidates on the Republican ticket this fall. While Mr. Green has not yet made up his mind to run for the office it begins to look as though he would accept the nomination were it tendered him.

✕

It is related that the new Nelson Zanesville, O. McCoy pottery, which is now being erected will start early next fall, giving employment to probably 150 people. A special line of art goods will be made.

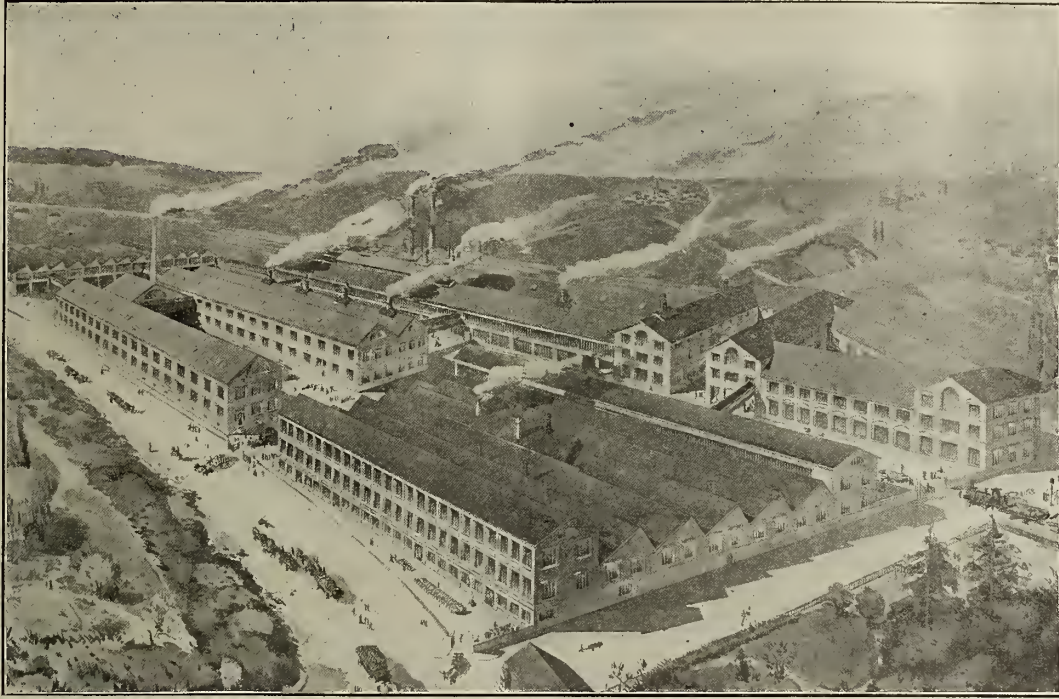
✕

The option procured recently on the LaBelle plant of the former Wheeling W. Va. Wheeling Potteries Co. has been extended until October 1st, when it is said it will be closed. It is the intention of a new company to operate the pottery, making a viterous hotel china. A corporation with a capital stock of \$100,000 is to be formed in the meantime with this end in view.

✕

Complaint was made to the Washington, D. C. interstate commerce commission to-day by the Western Stoneware Co., of Monmouth, Ill., against the Illinois Central railroad company and several other carriers because of the present classification of jugware or stoneware. It is alleged that, by reason of the "wrongful" classification of this kind of freight the transportation charges, particularly between Monmouth, Ill., and Memphis, Tenn., are excessive and exorbitant.

The commission is requested to adjust the classification of jugware and stoneware on a reasonable basis of freight charges.



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, **THEODORE**, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

"THE COMMUTERS."

JAMES FORBES, whose play, "The Traveling Salesman" is remembered by all knights of the grip, has written another comedy called "The Commuters" which opened at the Criterion Theatre for a run, beginning August 15th. Briefly, the plot includes a bachelor's visit to a suburban home and many humorous complications constantly arising. The Forbes, strain of humor runs through the entire piece, bubbling out at unexpected moments. The production is staged under the management of Henry B. Harris, who has arranged for matinees on Wednesdays and Saturdays during the engagement.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

ANY information regarding Walter R. Wearn's whereabouts will be greatly appreciated by the Liberty Cut Glass Works, Egg Harbor City, N. J. Any one hearing of or seeing Mr. Wearn will do both he as well as our factory a great favor by calling his attention to this notice.

HELP WANTED.

ASSISTANT china buyer required by a large Greater New York department store, must have energy and snap. Address, stating qualifications, full particulars, experience and references, Box 729, this office

WANTED—Commission men for the best popular-priced line of cut glass on the market for the States of Ohio, Indiana and Michigan. Side line or regular. Address Box 724, this office

AN Air cut glass salesman wanted January 1, 1911, for choice western territory. Our line is popular-priced and well-established. Replies considered confidential. Address G, this office.

WANTED—Large department store requires the services of a first-class glass engraver. Must be of sober habits and industrious. Plenty of work and exceptional opportunity to earn good wages. Address, with references, Box 728, this office.

FOR SALE.

FOR SALE—Retail crockery store located in best section of Southeastern Iowa. Forty-five years in business. Population 25,000. Cause for selling, death of owner. Correspondence solicited. Address W. C. WYMAN, JR., Ottumwa, Iowa

ESTABLISHED 1873.

BRASS EASELS AND PLACQUE HANGERS

For Plates, Cups and Saucers, Photos, Albums, etc.
Samples forwarded on request.



ABELS & CO., 460 West Broadway New York.

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NEW YORK, AUG. 25, 1910.

THE CONDITION OF BUSINESS.



A decided improvement in trade was New York. noticed this week. The many buyers in town were in evidence in the ware-rooms. Some of the orders placed are good-sized, but in the majority of cases they are rather light. There was much shopping and taking of notes and a decided interest taken in the goods offered, indicating that there was no over-buying in the spring, and that buyers realize that they will have to have goods for the fall trade. The conservativeness shown in not placing orders until the import goods are opened up, is right in one sense, but if it is carried too far, many sales will be lost to the retailer around the holidays for want of goods. So prevalent has become the practice of depending upon imports that the bulk of foreign goods is bought in the spring and the men who carry goods in stock for the benefit of retailers are few in number. They too, are conservative and the chances are that few desirable goods will be obtainable after the middle of November. Consequently it will be better for buyers to place orders now for as many goods as they can see their way clear to handle, and to order for immediate delivery.

The domestic factories are doing a large business. Buyers are anticipating their wants in a very commendable manner, and this is a further indication that the merchants all over the country feel confident of good business very soon. Our reports from the pottery centers are that everybody is running full time and very little stock is accumulating. The glass factories are not piling up any stock, but in fact, on some classes of goods are still running behind.

The lamp trade is showing very much more life, and there is a big business in glass hand lamps. The higher grades of metal goods are moving better, but it must be confessed that the trade is not up to what it should be at this time of the year.

The retail trade is still quiet. The vacation season is fast drawing to a close, and after Labor Day it is felt that trade will revive. The general condition of business throughout the country is excellent. The manipulators of the stock market are now conceding that they were mistaken about the crops, and as we have held all along, there will be an abundant supply of both wheat and corn, and even cotton proves to be twenty per cent better than the estimates of two weeks ago. The political influences in both parties is being made use of in certain sections to affect the money market but in spite of the their utmost endeavors money is easy. Perhaps one of the most significant factors, contradicting the pessimistic reports, is that a conference of the railroad men was held recently to devise means to overcome a prospective shortage of freight cars. This bears out the assumption that there is to be a big fall trade.



Local manufacturers express themselves as being well pleased with the amount of business already booked for fall delivery. Orders are coming in quite regularly and an unusually large volume of business has been received for September and October delivery. There is not the slightest evidence of slackness in any of the plants

and all manufacturers are optimistic concerning trade for the balance of the year.

**Pittsburgh and
Vicinity.**

Glass manufacturers in this District are preparing for heavy fall business. The bulk of goods that are specified for shipment September 1st is much greater than for the same time a year ago. Salesmen are doing very well, while the direct mail business is satisfactory. That tableware will command new prices before long is generally conceded by both buyers and manufacturers.

**East Liverpool and
Vicinity.**

Trade conditions hereabouts remain about the same as last week. Some potteries are exceptionally busy, while others are only fairly so, but all are in operation. The demand for holiday goods is increasing. Specialties are moving very nicely. Fall orders continue to pile up, although some new business is now being booked for immediate shipment.

Niles, O.

Indications are that the pottery and glass business here will take on a new lease of life in September. Two new factories will be in operation, one in each line on or about September 15th. This place has the indication of being an important point in the glass and pottery trade in a short while.

Akron, O.

Stoneware and white ware pottery manufacturers here appear to be enjoying a very prosperous season. White ware manufacturers are confining their efforts to the western territory, so it appears, while the stoneware people are receiving much business from eastern department stores on the specialty lines. A strike in the stoneware trade is curtailing the production to some extent as well as with the "rock" and yellow lines.

Rochester, Pa.

With all glass factories in this immediate territory in operation with one possible exception, manufacturers are enjoying a good season. Both the cutting and blown shops are very busy. It is possible that the labor differences here will be adjusted shortly, but there is no assurance of this fact at this writing.

BUSINESS BRIEFS.

Louis Lobel and Charles Rosentzweig have opened a crockery store in Rahway, N. J.

C. H. Muir has opened a new five-ten-and twenty-five cent store in Williamsport, Pa.

A fire last week in Albert Goldberg's crockery and hardware store, at Atlanta, Ga., did \$2,000 damage.

The Readon Bros. department store, of Midland, Mich., was destroyed by fire last week. Loss \$125,000.

Frank A. Empsall, proprietor of the principal department store at Watertown, N. Y., has decided to install a large crockery department in his store.

The management of Sommer, Hermann & Co., of Calle Palma, No. 6, Mexico City, are making great improvements in the manner of conducting their large store.

The Grand Island Amusement Co., of Grand Island, N. Y., has been incorporated to run hotels, restaurants, etc. Capital \$100,000. Incorporators: A. K. Kume, E. Congalton and J. Sutton, Buffalo, N. Y.

The Opalux Co., of New York city, has been incorporated to manufacture and deal in lamps, shades, globes, etc. Capital \$25,000. Incorporators: C. H. Tiebout, Jr., C. L. Miller, Brooklyn, and C. M. Dillon, Corona, L. I.

The Ackley China Co., of Poughkeepsie, N. Y., were awarded the contract of supplying the Niagara Steamship Co. with a thousand-piece dinner set, to be used at a banquet in celebration of the latter company's 100th anniversary.

The Mayer Commercial Co. has recently been incorporated to manufacture and deal in lamp shades, gas and electric fixtures, etc, with a capital of \$10,000. The incorporators are Francis S. Mayer, Jessie M. McDowell, and Roy I. McDowell, all of New York city.

The purchasing committee, Room 603, Capital, Albany, N. Y., are advertising for sealed proposals to furnish New York State institutions with crockery, for a period of six months from October 1st, 1910. Specifications may be secured by addressing the purchasing committee, as above.

The McClure Ten-Cent Co., of Atlanta, Ga., has removed its wholesale department to Broad and Hunter streets, where they have a three-story building. In addition to this the building adjoining will shortly be utilized, giving this department of their business a floor area of about twenty thousand square feet.

THERE'S not much hope for the clerk who gets in just on the stroke in the morning, and out, as from a burning building, at the first stroke of the closing bell.—*Dry Goods Economist.*

The New York Crockery and Glass District.

Geo. Hamilton, who represents Furnivals Ltd., Cobridge, England, has opened his new samples. It is conceded that the Furnivals are standard for body and glaze. Their new patterns are a revelation and are far ahead of anything they have heretofore produced. Among the twenty-five new designs is one with an encrusted gold band and under it are small red roses and below them a delicate green festoon. Another is a very pretty treatment of the corn flower. Another has a double gold incrustated border. There are three very pretty plain prints showing medallions and many more in filled in and illuminated patterns.

Cox & Lafferty have a number of new stemware lines in blown glassware from the Seneca Glass Co., also some new goblets. The shapes are fine and ought to prove sellers. From the Imperial Glass Co., they are showing new pieces in the "LaRochelle" pattern, that are works of art in moulding. These goods are taking up the attention of all glassware buyers, who say they never saw glassware like it for the money.

The Goodwin & Kintz Co., has brought out a number of new and handsome designs in bucket brackets and pendants, new shower effects and domes. The samples have just been made up and are now on display. Every one is a work of art.

It would be well for those cut glass manufacturers who have not stocked up as yet, to look over the line of "Baccarat" blanks now ready. These blanks, which are to be had from A. Gredelue, are becoming more popular yearly. The line is large, and full of graceful shapes and novelties in glass.

There is nothing which affects the appearance of a portable as much as the base. Where a cheap, cast base, having no clear cut design, is used, no matter how expensive a shade is fitted to it, the entire appearance will be cheap. On the other hand the beauty of a fairly well made shade is considerably enhanced if the base will stand close inspection. For

many years the Piume & Atwood Manufacturing Co. has enjoyed the reputation of having an excellent line of bases, both expensive and moderately priced, which, on account of the diversity of design, can be matched to conventional as well as specially designed shades. Experience has taught the P. & A. company to confine its line to the quicker selling specialties, and it would be a hard matter to find a single number that does not possess sufficient attractive features to recommend it.

John Davison has just placed the new samples of his various lines on display, showing new decors on the famous Coalport china, new shapes and cuttings on the Stevens & Williams glass, and new additions to the china line of Geo. Jones & Son. The enlarged display of high grade glass is one of the largest and finest of its kind ever shown in this country and invariably evokes comments of admiration.

Hugo H. Freudenfels, of the Art China Import Co., expects two new shapes in Palatin china, one of which is due to arrive in the course of the next ten days. The new shapes are entirely different from any heretofore shown and are expected to do much towards further popularizing the Palatin line.

Vogt & Dose, who have been inconvenienced by changes in their store for many weeks, can see daylight ahead. They will probably be in good shape by the first of September and will have a very handsome wareroom.

The potteries, which Rob't Slimmon & Co. represent, have certainly outdone themselves this season. There are so many good things that it is hard to know where to start to mention them. One of the most striking designs is from A. J. Wilkinson & Co. It is on a new shape with a pattern cut to fit the shape and is shown in a new and particularly rich flow blue. The color is intense and has the smooth glossy appearance of satin. Another good one is a Chinese

tree on a plain shape and while it has the characteristics of the Orientals it has a grace and beauty of the Occidentals. Still another has a narrow gold band and a colored band with small flowers superimposed on the color band. These colored bands are shown in a variety of tints. It is a dainty pattern and yet has a substantial look. The gold is of a high grade.



Geo. H. Service, who is in charge during the absence in Europe of Kennard L. Wedgwood, has just received from Thos. Webb & Son (Dennis Glass Works) England, some of the most beautiful specimens of blown glass that has ever come to this country. Vases are shown with dull engravings of the fox glove, geraniums and palms, which are nature studies by Geo. Woodhall, the famous cameo artist. He has not stopped at vases but shows stemware and goblets. These designs are absolutely new. Besides, there are a dozen new patterns of goblets in rock crystal. These are the most expensive drinking glasses the factory has ever turned out. In addition there are many new table ornaments. In Wedgwood china there is a beautiful cornucopia design in old Chelsea effects, the handiwork of Leon V. Solon. He has also produced a new pheasant design in the same Chelsea effects. There are many other good things and more to come.



Abels & Co., are preparing for a big fall trade. Their new double fruit plaque rack in fancy brass will fit the set correctly. They also have improved the shapes of their brass and rubber covered easels, especially their single and double punch cup hooks in miniature sizes. They invite correspondence and will gladly quote prices on any article they manufacture.

OBITUARY.

MATTHEW McDONALD, senior member and vice-president of the McDonald Bros. Co., a well-known business man and pioneer resident of Minneapolis, Minn., passed away on Saturday, August 13th, at four p.m., after a brief illness. Mr. McDonald was born 1848 at Silver Lake, Pa., where he attended the common schools. In 1877 he entered the china, crockery and glassware business at Bradford, Pa., under the firm name of McDonald Brothers. Twenty-seven years ago, Morris McDonald, the junior member of the firm, opened the business in Minneapolis. Matthew McDonald continued the business in Bradford. Moving to Minneapolis later he devoted himself to the development of a large enterprise under the name of McDonald Brothers, and later the McDonald Brothers Co. Mr. McDonald is survived by his wife; four sons, Maurice C. McDonald Jr., James McDonald, Walter McDonald and Millard Mc-

Donald; two daughters, Mary and Edith McDonald; three sisters, Etta and Gussie McDonald, and Mrs. J. L. Casey of Binghamton, N. Y., and one brother, Morris McDonald, who has been his partner in business for thirty-three years.

Irwin R. Brayton, a well-known retail crockery and glassware man of Buffalo, N. Y., died August 16th after a lingering illness. The late Mr. Brayton was connected with the business in Buffalo for a half a century, and was one of the most prominent business men of the city. He is survived by a brother and a nephew.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- W J Ryan, t, and W H Ball, s, with Montgomery Fair, Montgomery, Ala. 214 Church street.
- Miss N S Anker, with Stewart & Co, s, Baltimore, Md. 214 Church street.
- W T Giles, with Loveman, Joseph & Loeb, hf, c, Birmingham, Ala. 31 Union square.
- J H Friedman, with Ed Wren Co, c, Springfield, O. Imperial.
- E W Sanger, Shelby, O. 8 East Ninth street.
- J E Lewis, with Carson, Pirie, Scott & Co, hf, Chicago, Ill. 115 Worth street.
- A H Riker, with R Fraser, hf, Utica, N Y. Union Square Hotel.
- M L Schafer, with Hillman's, hf, Chicago, Ill. 684 Broadway.
- R W Caird, with The Sweeney Co, t, l, Buffalo, N Y. 75 Spring street.
- E D Bartholomew, with Wm Hengerer Co, hf, Buffalo, N Y. 214 Church street.
- A B Koch, of Lasalle & Koch, s, Toledo, O. Cadillac.
- A T Rathbun, with John A Roberts & Co, hf, Utica, N Y. Latham.
- Wm O Day, with Miller & Rhoads, hf, Richmond, Va. 320 Church street.
- W M Peck, with L S McCabe & Co, hf, Rock Island, Ill. Imperial.
- J A Armstrong, with J N Adam & Co, hf, c, g, Buffalo, N Y. Woodstock.
- W K Andrews, with Jonas Long & Sons, c, hf, Scranton, Pa.
- M C Myers, with Miller, Rhoads & Swartz, hf, c, Norfolk, Va. 41 Union square.
- J W Chaput, with Trask, Prescott & Richardson, hf, t, Erie, Pa. 320 Church street.
- W Coleman, with M Goldenberg, hf, Washington, D C. New Grand.
- A D Wilhelm, with H A Meldrum Co, hf, c, Buffalo, N Y. 41 Union square.
- E Dolfinger, of J Dolfinger & Co, hf, c, Louisville, Ky. Hermitage.
- J H Reese, with Hager & Bro, c, Lancaster, Pa. 41 Union square.
- A Deisroth, of R Deisroth & Sons, hf, Hazleton, Pa. 41 Union square.
- F W Pickup, with H H Sturtevant Co, hf, Zanesville O. 320 Church street.

W D Gilmore, with Lasalle & Koch Co, hf, c, Toledo, O. Seville.

W H Ferguson, with The Boston Store Co, hf, Chicago, Ill. 114 Fifth avenue.

J B McManus, with Scruggs, Vandervoort & Barney Dry Goods Co, hf, St Louis, Mo. 874 Broadway.

B M Montjoy, with L Ayres & Co, hf, Indianapolis, Ind. 31 Union square.

Henry Knatz, with Gimbel Bros, c, Philadelphia, Pa.

Chris Daudt, c, g, Toledo, O.

Geo F Linn, of Jeo W Linn, l, g, c, La Fayette, Ind. Imperial.

Mr Disco, of Disco Bros, l, g, c, Norwich, Conn.

L B Lilienthal, of Lilienthal Crockery Co, c, g, Atlanta, Ga. 874 Broadway.

A Breton, with Curran Dry Goods Co, c, g, Waterbury, Conn.

M Gans, of M Gans & Son, New Haven, Conn.

Chas Smith, with Brown, Thomson Co, c, t, Hartford, Conn. 2 Walker street.

C E Johnson, with S M McKelvey & Co, c, Youngstown, O.

C B Bell, with Ford & Co, c, g, Paris, Ky.

C H Baldwin, g, Montpelier, Vt.

G T Rock, of G T Rock Hardware Co, g, Lake Charles, La.

A Hoagland, with Reid & Hughes Dry Goods Co, c, Waterbury, Conn. 75 Spring street.

Wm J Mills, with The Great Dept Store, hf, Lewiston, Me. Earlington.

W F Walker, with E W Edwards & Son, hf, t, Syracuse, N Y. Latham.

J R Wetmore, with C F Jackson Co, c, Norwalk, O. Herald Square.

M J O'Donahue, with Lord & Gage, hf, c, Reading, Pa. 214 Church street.

C G Miller, with Dives, Pomeroy & Stewart, hf, Pottsville, Pa. 2 Walker street.

W H Valentine, with Davidson Bros, s, Sioux City, Ia. 683 Broadway.

Mr Cowan, with Prenzlauer Bros, Co, Sault St Marie, Mich.

G J Kaula, with Geo B French Co, hf, t, Portsmouth, N H. 320 Church street.

Mrs J C Nourse, with Woodward & Lothrop, s, Washington, D C. 438 Broadway.

E C Campbell, with C F Jackson Co, c, hf, Findlay O. Herald square.

Mr Everett Day, of E K Day Co, Rumford, Me.

Thos Pinder, with Ogden, Howard & Co, c, hf, Wilmington, Del.

Miss E Ledger, with H S Barney & Co, s, t, Schenectady, N Y. 75 Spring street.

E McDonald, with J V Farwell Co, l, t, Chicago, Ill. 71 Leonard street.

E J Gilmore, with Bon Marche Dry Goods Co, hf, Lowell, Mass. Navarre.

G E Bruorton, with Denholm & McKay Co, hf, c, g, Worcester, Mass. 2 Walker street.

F H Haskins, of Hills, McLean & Haskins, hf, Binghamton, N Y. Albert.

W E Goodman, with M O'Neil & Co, hf, c, Akron, O. 2 Walker street.

H Goodman, with Lit Bros, hf, c, Philadelphia, Pa. 685 Broadway.

A R Perkins, with Myers, Co, hf, Greensboro, N C. 821 Broadway.

D F Kaufman, with A A Brager, hf, Baltimore, Md. Herald square.

W K Cotterel, with C K Whitner & Co, hf, Reading, Pa. Navarre.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of June, 1910, compared with the same month in the preceding year, were as follows:

	1909	1910
Great Britain.....	\$221,353	\$211,721
Austria.....	72,813	70,603
France.....	202,413	160,517
Germany.....	400,521	416,716
Other Europe.....	13,667	26,125
Japan.....	87,091	79,285
Other Countries.....	11,803	8,638
Total.....	\$1,991,578	\$940,465

FOR TWELVE MONTHS ENDING JUNE.

	1908	1909	1910
Great Britain...	\$3,147,310	\$2,406,718	\$2,777,571
Austria.....	991,341	855,842	827,856
France.....	2,182,864	1,684,541	1,797,504
Germany.....	5,287,267	3,527,920	4,018,561
Other Europe..	248,260	162,977	257,267
Japan.....	1,452,156	1,083,735	1,257,197
Other Countries	123,771	87,295	85,670
Total.....	\$12,422,601	\$9,648,759	\$10,796,234

TOYS

	1909	1910
France.....	\$ 14,032	\$ 17,514
Germany....	499,630	558,703
Other Europe...	21,712	24,651
Other Countries	8,978	10,829
Total.....	\$544,342	\$611,697

FOR TWELVE MONTHS ENDING JUNE.

	1908	1909	1910
France.....	\$ 180,472	\$ 111,906	\$ 169,957
Germany....	6,517,631	4,408,745	5,908,092
Other Europe..	328,576	219,780	\$10,840
Other Countries	179,744	128,606	196,892
Total.....	\$7,206,423	\$4,869,097	\$6,585,731

GLASSWARE.

JUNE		FOR TWELVE MONTHS ENDING JUNE		
1909	1910	1908	1909	1910
\$238,786	\$309,421	\$1,409,519	\$2,678,958	\$3,542,089

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JUNE		FOR TWELVE MONTHS ENDING JUNE		
1909	1910	1908	1909	1910
\$69,685	\$57,055	\$685,591	\$1,841,017	\$689,837

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 25, 1910.

KEEP YOUR STOCK UP.

IT is imperative for good merchandising that a stock shall be complete. Better a small stock well selected and well matched than a large stock that is broken. It means work and close attention to what is sold. To that end it should be somebody's business to note every day what goes out and as soon as any article which it is proposed to continue, runs low, re-orders should be sent in at once particularly when it takes a long time to get at them. Open stock dinnerware should be watched very carefully. The lack of any one piece may mean the loss of a sale, for while many people are willing to wait for matchings, the majority of the buyers are impatient and will go to some other shop to get what they want; besides losing the sale it is detrimental to the good name of the store, as the dissatisfied customer is sure to tell her friends that she tried "Smith & Co," but they did not have a complete set in stock that she would buy.

It is very little trouble to keep a record of stock if once it is started right. Any blank book will do. Rule it off in columns, one for each article. When an invoice of ware is received, enter under seven inch plates for instances, the number received. Do the same with every article. At the end of each day or at least once a week go over the sales and deduct from the original receipts the number of pieces shipped out. In that way a very accurate account of stock is kept which amounts in fact to "taking stock" every day or every week as the case may be. In

ordering matchings discrimination should be used. If it is found that there are more calls for seven inch plates than for any other size, order more of those which sell best, and always keep enough on hand to supply any call that may come. It is useless to tie up a lot of money in bakers that rarely sell, yet it is a well known fact among wholesalers that dealers frequently order just as many of the slow selling articles as they do of those moving quickly, because they do not know what they have on hand, and because they need six dozen plates they order in addition six dozen bakers when they already are over-stocked on them.

It is the staple articles in a crockery store on which money is made. The percentage of profit is not as large as in fancy goods but as the staples usually are turned over two or three times a year, on an average, while fancy goods do well if they are turned once and a half, it is to a dealer's interest to keep his staples in such a condition that he can always fill orders immediately. He will find that it will more than pay for the trouble. The loss on the sale of a twenty-five dollar dinner set because there are no soups would pay for all the time spent in keeping tabs on the stock.

PERSONAL.

AFTER an absence from active participation in the trade Robert Ploughman, the old time glass man, made his appearance in the District on Monday. "Bob" as he is familiarly called has been in the real estate business in Brooklyn, but the "call of the trade" is on him. Real estate was too slow. A sale once in a while to a man who booked orders every few minutes seems like doing nothing. Besides, Brooklyn is a long way from West Broadway and the adjacent streets, where he has hosts of friends.



R. Louis Johnson, of Johnson Bros., Hanley, England, who has been making a short visit to this country sailed for home Wednesday on the Campania.



W. K. Andrews, buyer for Jonas Long & Son, Scranton, Pa., was in New York this week. He is making a big success of his department. He was accompanied by Capt. E. J. Wellner, of Scranton, who is in the decorating business, and who, incidentally, has had extensive experience in quieting strikes among the coal miners.



Chas. Cross, china and housefurnishings' buyer at Ehrichs returned Monday from his vacation.



L. Schoenthal who made a sudden shift last week from assistant buyer for the Siegel-Cooper Co., to head china buyer for Gimbels, started in on his

new work, last Thursday. Mr. Schoenthal has a strenuous season ahead of him, taking care of the new stock constantly arriving, figuring prices, etc., and incidentally making trips through the District for domestic goods.



Fred. W. Sinclair, who is booked to cover the Middle West with Bassett china, got away from headquarters Tuesday night. He opens Thursday at the Palmer House, Chicago, for a ten-day stay.



P. Johnson, of Chamberlin, Johnson & Du Bose, Atlanta, Ga., left for home Tuesday, having spent three weeks in the District buying china, housefurnishings and toys.



E. Offner, of New Orleans, La., is expected in New York early in September. He writes in excellent spirits, and evidently is well and prosperous.



Harry Hahn, of H. C. F. Koch & Co., is back from his vacation.



Louis Klayf, of Bloomingdale's, reappeared at headquarters Monday after a vacation at South Jamesport, N. Y.



Joseph Voitle, the popular manager of the Moundville factory of the Fostoria Glass Co., is laid up, due to a gas pipe falling on him. He is expected to recover fully in a short time.



L. B. Lilienthal, a well-known crockery and glass dealer of Port Huron, Mich., is taking his vacation at Atlantic City, prior to coming to the District on his annual buying tour.



G. A. Gebhardt, manager of the Laurel Cut Glass Co., Jermyn, Pa., came in last Friday for a week-end visit.



David Fenton, with a line of blanks from the H. C. Fry Cut Glass Co., spent two or three days in New York last week and left for Philadelphia on Monday.



Geo. Lemcke, of Bawo & Dotter, came back Monday from the new mown hay of Dutchess County, N. Y., where he has been on a vacation.



Henry Knatz, buyer for Gimbel Bros., Philadelphia, was a visitor to New York on Tuesday.



L. Clifton Shattuck, housefurnishings buyer for Dulin & Martin, Washington, D. C., came into the District last week and remained the fore part of this week.

J. Erion, Jr., buyer for Pelletier Co., Sioux City, Ia., was among our office callers this week. He reports business in his section of the country "pretty good."



Geo. Hamilton left on Wednesday night for a trip to Boston with Furnivals new lines. He will be at Young's hotel for about a week.



Henry Creange, who has been in Europe for several months, cabled that he would come home on La Lorraine. She is due to arrive Saturday or Sunday.



M. E. Lafferty, of Cox & Lafferty, arrived home from his European tour on Tuesday. He came on the New Amsterdam.



H. H. McBride, with the New York branch of the United States Glass Co., leaves at the end of the week for his vacation. He goes to the Port Aux Quilles Club, Canada, the guest of C. E. Martel.



Chris. Daudt, of Toledo, is in town doing his fall buying. He says Toledo is all right for business.



George F. Linn, of Joe W. Linn, LaFayette, Indiana, who conducts a large crockery, china and lamp store, was looking over the market and placing orders for fall delivery. He has some very encouraging reports regarding business in his vicinity.



W. J. Peterson, inventor of 'modern stained glass,' made by J. Morgan & Sons, returned Tuesday from a vacation spent fishing in the waters around Long Island.



John French of John Davison's staff completed several days of packing sample trunks Tuesday and departed on an extended order-taking tour.



Wm. Dealing, New York representative of the Cambridge Glass Co. and others, is visiting the various factories.



E. Torlotting, representing the St. Louis Rock Crystal Glass Co., who has been visiting the factory in France, will sail for home on the La Provence which leaves Saturday the 27th.



W. J. Mills, buyer for the Great Department Store, Lewiston, Me., is in New York this week. Two or three years ago, a man by the same name died and by one of those peculiar circumstances

which no one can solve he was reported to be that individual and read an obituary which did not fit him.



Max Kossmann has engaged with L. D. Bloch & Co. as city salesman, and is already at work.



O. D. de la Croix returned last week from a trip of ten days to his factory at Toronto, O.



Chas. L. Casey, the dynamo behind the Guernsey ware, will swim out the month at Atlantic City after the close of the Household Show.



William T. Lynch, flushed with the success of his recent trip is back again at the New Grand with the Taylor, Smith & Taylor line.



S. Erlich, formerly with E. H. Hammond, is now with the Hunt Glass Co., of Corning, N. Y. He is assisting at the display in the Hotel Earlington, and leaves in about two weeks to cover the territory west of Cleveland.

NATIONAL HOUSEFURNISHING SHOW.

THERE was much hammering and fixing up Saturday afternoon at Madison Square Garden to get the big National Housefurnishing Goods Show in shape by the time the doors were thrown open in the evening.

Open it did, however, on a scene that does much credit to the tastes of the different exhibitors. Although, with the single exception of the wonderful Bush Terminal exhibition, of docks, buildings and boats, there was nothing extremely elaborate in the way of booths, the exhibits were without exception tastily arranged, and the men in charge seemed to be behind the booths for business.

The Bonita Art Co.'s booth contained a very large assortment of china in gold and silver, made by a new secret process that gives the ware the appearance of metal. So close is the resemblance that there is no way to detect the difference unless it is handled.

The Guernsey earthenware booth showing the well known brown, white lined enameled ware, was a scene of constant activity. The remarks about the ware, of which there is a complete assortment on view, were in every case both admiring and complimentary. A. H. Ledden and Chas. L. Casey are in charge.

A. R. Marryatt's display of cut glass was also the object of much attention. The glass on display was principally the more popularly-priced material, and the manner of its arrangement showed every advantageous point very well.

The meeting of the housefurnishing manufactures scheduled for Wednesday night at the Housefurnishing Show, did not come off. An arrangement committee is shortly to be formed which will call a meeting at a later date in order to discuss the question of forming a national association.

AT PITTSBURGH.

ONE of the most remarkable assortments of imported specialties ever shown in the Pittsburgh District is that just opened at the Kinney & Levan display rooms here, and which is known as underglaze hand-painted Bavarian china, after the Copenhagen order. This is a complete line of fancy table pieces and vases, the honey jar and flat bottom Minton cup for the teas being particular features. The line bears the American trade mark of this house. Trade with this branch is most satisfactory; W. W. Lang, who is in charge being much pleased with results.

* *

Samuel and Isador Reizenstein will be in charge of the new Reizenstein store which has been removed from Federal street, Northside, to 959 Liberty avenue. "We can't say when the opening will be," said Louis Reizenstein, who has just returned from a European trip. The Sixth avenue store will continue to be the headquarters of this well known firm.

* *

L. D. Arterholt, with a line of fancy goods from the Fischer-Bruce Co., Philadelphia, was registered at the Seventh Avenue.

* *

Fred J. Classen, showing the Quaker City Cut Glass Co's. lines was at the Hotel Anderson. His departure for Wheeling was delayed because of illness, which for a time looked as if he would be unable to complete his circuit as per schedule.

* *

Frank Zollig is up to his neck in work, preparing the permanent Pittsburgh display for Bawo & Dotter Ltd., which will be at 615 Liberty avenue. This loft measures 108 by 19 feet, and the display will be the largest and most attractive this well known house ever maintained in Pittsburgh. There was some delay in the receipt of tables from New York.

* *

Joseph Davis was at the Henry showing the complete lines of the Smith-Phillips China Co., of East Liverpool.

*

Robert Orr, of the china and glass department of the Horne store has returned from a visit to the New York market.

* *

Charles Ellis, in charge of the George H. Bowman & Co. display at the Colonial-Annex, is pleased with the business he has booked during the past

month. Robert Wylie, of the New York office of this house, has been spending a few days with Mr. Ellis during the past fortnight. Mr. Wylie represents this firm in the New England territory.

* *

When a press agent is needed, T. A. McNicol, of the Potters' Co-Operative Co., East Liverpool has all the other fellows in the pottery trade backed off the boards. That is to say, he is bent on getting the name of his firm before the people, and the fact that he is telling the truth adds that much more weight to his effort. The latest interview which he granted an East Liverpool reporter follows: "Business is good. The outlook is very favorable for a good trade until after the holidays. We are operating our plant to its full capacity. There is no doubt of a steady run until after Christmas. Sales for the fall trade are better than for months. The capacity of the Dresden plant was recently increased from six to eight double decorating kilns. The concern is now in shape to handle their large orders more expeditiously than heretofore."

PETITION FILED.

A PETITION in bankruptcy was filed August 24th against the Albert Hotel Co., which conducted the Hotel Albert at 42 to 50 East Eleventh street by John Buckle, Inc. Charles H. Nolte, and Jagers & Bellis. Judge Hough appointed Jacob Bloch, chairman of the creditors' committee, receiver; bond, \$4,000. The company is no longer in possession of the place. The creditors endeavored to obtain the consent of all to accept a pro rata share of the assets, but several brought suit. Liabilities \$25,000; assets \$4,000.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending August 28, 1910.

ANTWERP

93	packages glassware	B Gunthel
27	" "	C J Dierckx
85	" "	Geo Borgfeldt & Co
81	" "	Strobel & Wilken Co
79	" "	Miscellaneous Orders
192	chinaware	Theodore Haviland & Co
22	" "	Vogt & Dose
26	earthenware	G F Bassett & Co
8	" "	Koscherak Bros
9	" "	L D Bloch & Co
77	" "	Strobel & Wilken Co
94	" "	Miscellaneous Orders
51	toys	B Ilfelder
22	" "	L H Mace & Co
10	" "	Bawo & Dotter
248	" "	Strobel & Wilken Co
96	" "	Miscellaneous Orders

GENOA

162	packages earthenware	Geo Borgfeldt & Co
47	" "	H Creange
104	" "	Miscellaneous Orders

BREMEN

15	packages glassware	Samstag & Hilder Bros
133	" "	Strobel & Wilken Co
399	" "	Miscellaneous Orders
24	earthenware	L Straus & Sons
9	" "	Froeber & Vollrath
32	" "	Geo Borgfeldt & Co
82	" "	Strobel & Wilken Co
80	" "	Miscellaneous Orders
163	toys	Geo Borgfeldt & Co
58	" "	Bawo & Dotter
10	" "	L H Mace & Co
59	" "	F A O Schwartz
226	" "	C B R uss
578	" "	Strobel & Wilken Co
721	" "	Miscellaneous Orders

HAMBURG

67	packages glassware	Strobel & Wilken Co
49	earthenware	" "
172	toys	" "

HAVRE

4	packages chinaware	Bawo & Dotter
48	" "	A G Moment
8	" "	Miscellaneous Orders
54	glassware	E Utard
107	" "	Miscellaneous Orders

SOUTHAMPTON

7	packages chinaware	C L Dwenger
7	" "	L D Bloch & Co
5	" "	Bawo & Dotter

LIVERPOOL

2	packages earthenware	The Rowland & Marsellus Co
93	" "	H C Edmiston
17	" "	Meakin & Ridgway
27	" "	Maddock & Miller
12	" "	Strobel & Wilken Co
85	" "	Miscellaneous Orders
88	toys	Strobel & Wilken Co

LONDON

57	packages toys	Strobel & Wilken Co
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BORDEAUX

9	packages chinaware	Wm Guerin & Co
630	" "	Theodore Haviland & Co
45	" "	H Kupper
19	" "	H R Churchill
9	" "	J H Venon
16	" "	J Pouyat Co
81	" "	Miscellaneous Orders

GLASGOW

9	packages earthenware	W S Pitcairn
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ROTTERDAM

81	packages earthenware	Geo Borgfeldt & Co
7	" "	L D Bloch & Co
38	" "	Lazarus & Rosenfeld
3	" "	Miscellaneous Orders
279	glassware	Geo Borgfeldt & Co
7	toys	F A O Schwartz
52	" "	Samstag & Hilder Bros
70	" "	Bawo & Dotter
171	" "	B Ilfelder & Co
17	" "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

4	packages earthenware	Jones, McDuffee & Stratton Co
38	" "	Mitchell Woodbury & Co
7	" "	Rowland & Marsellus Co
5	" "	Miscellaneous Orders

GENOA

94	packages earthenware	R F Downing & Co
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CHINA AND JAPAN

44	packages earthenware	Miscellaneous Orders
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AT BOSTON.

THAT "Buyers buy in Boston" received another good boost from a prominent member of the trade this week, who said he had read with pleasure the remarks anent this subject in the JOURNAL and that the same had his hearty endorsement. The former expressions were from crockery and glass men, but this party is one of the big lamp men, so it has now spread through these three trades. He said he had the same grievance as the other two lines, particularly so with the boys away from Boston proper, which territory is covered by his office. "We offer every possible inducement," he added, "for lamp buyers to market at home, and when they can obtain the identical stock here, what possible reason have they for going elsewhere? A trip through the lamp district will disclose practically all the latest styles and a wide variety of patterns, and with prices settled, it means a tremendous saving of time and expense in a year by 'buying in Boston.'"

One of the interesting spots of Boston, and the only pottery of its kind in the country, it is said, is the Dedham pottery, located at Dedham, owned by W. A. Robinson. They make Japanese ware, and as the output is limited, there is a large demand for the goods.

Dave McGee, the crockery and glass buyer of W. G. Brown & Co., Gloucester, has gone on a vacation at Gloversville, N. Y.

Preparations are now being made by the Henry Siegel Co. to mail 50,000 catalogues featuring china, crockery, glassware and housefurnishing goods, to many people in Northern New England and Massachusetts. Buyer Harry M. Hollender is spending his days and nights compiling the edition, and says although the expense is enormous, this campaign will show results for the next four or five months and in the aggregate is a very profitable undertaking. The 25,000 gold fish, mentioned herein sometime ago, are expected to arrive next week.

C. W. Davidson, president of the Thos. Long Co., jewelers and cut glass, has returned from a European buying trip.

J. W. Shepard, china and glass buyer for Thomas W. Rogers Co., Lynn, has returned from a feeding-fish-from-the-end-of-a hook trip.

Cecil E. Taylor, of Knowles, Taylor & Knowles, East Liverpool, was a recent visitor here, as were also President VanAnda, of the Niagara Glass Co., Buffalo, N. Y., George Mortimer, of the Fenton Art Glass Co., who was at large in the city with his big motor car, Henry Biggart, of L. D. Bloch & Co.,

French china, New York, Mr. Haynes, of C. Dorflinger & Sons, New York, A. C. Bacon, of the Colonial Brass Co., New Haven, Conn., Walter F. Simmons, of H. Hohenstein Co., shades, New York, and F. O. Shattuck, of George F. Bassett & Co., china, New York.

A one-half price sale on dining room domes is being featured by the Welsbach Co., of New England. Theo. H. Piser, their energetic manager, says that returns from this sale have been very satisfactory and he predicts an excellent autumn business.

Coming to Boston the last of August are Henry G. Coles, of the Tuthill Cut Glass Co., and W. R. Eliot, of the Meriden (Conn.) Cut Glass Co.

A well known and popular glass buyer to be with us this week is John Brosseau, of Shartenberg & Robison, New Haven, Conn. John was formerly with P. B. Magrane, of Lynn, hence his wide friendship with the Boston boys.

Samples of the new line of the Pittsburgh Lamp Brass and Glass Co. are being continually received at the Boston headquarters, and between sales manager G. E. McFarlin is hustling to make the prettiest exhibition of these many handsome lamps. Mac states that trade during August has been unusually brisk and a continuance of this volume on a pro-rata season basis, will mark a 1910 epoch for Pittsburgh lamp distributions.

Charles Kaiser, representing Morimura Bros., New York, the big Japanese goods importers, opened up his big line at the Boston sample rooms last week, displaying a veritable exposition of Japanese products.

James Hanning, champion heavy-weight glass buyer for Jordan Marsh Co., just passed a few days in New York. He goes over again pretty soon—just a tip for the selling sentry staff. S. M. Averill, lamp procurer, is expected to land in Boston the first of September, at present being about to conclude his buying trip through Europe.

Contrary to expectations, Bigelow, Kennard & Co. are to postpone the razing of one half of their present building till after the close of the holiday trade, beginning this work as soon after January 1st as possible. J. H. Cecil Watson, the china and cut glass buyer, expects to land in New York about September 1st, when he will look over some of the good lines.

A line of brass goods has been added by the custodian of room 28 at 157 Federal street. Modesty prevents the mention of his name.

Among the Potteries

East and West

East Liverpool and Vicinity.

The western pottery manufacturers realize that sales for the last quarter of the current year will be very heavy, and they express an opinion that many buyers will be caught short of goods for the holiday rush unless they get their orders in early. Hundreds of dealers waited until the last moment during the fall of 1909 to place their orders, and as a result goods that were ordered shipped in December were either countermanded or shipped after the rush season was over. The manufacturers hereabouts are not carrying the stocks they did a few years ago. Instead, white ware is generally worked through the decorating shops almost from the kilns, and from the kilns into the cars, where white only is specified. Buyers, large or small, will make no mistake in sending their orders in at once, with the option to make shipments as early as possible.

* *

Joseph Davis, is making a trip through Pennsylvania with the lines of the Smith-Phillips China Co. Orders for the "Princess" dinner shape of this firm are surprising. The new treatments on the "St. Regis" dinner shape have also met with popular favor with all buyers.

* *

The covered jug of the Potters' Co-Operative Co., which was first shown in a twenty-fours took the trade by surprise, and it appears the item has sprung into popular favor. Because of this popularity, another size, nearing the thirtys is being made and will soon be ready for the trade. T. A. McNicol is back at his desk after a brief visit to the western trade.

* *

One of the largest orders for specialty lines ever booked by one firm in this District is said to have been closed during the past few days, when the business for these lines amounted to nearly \$12,000. The specifications were to ship as soon as the goods could be made.

* *

R. J. Meakin, one of the most noted ceramists in the country and for many years identified with the East Liverpool Potteries Co., and more recently with the Hall China Co., is making a success of the opera-

tion of new southern clay mines. While continuing his financial interests with the Hall China Co., Mr. Meakin is devoting his time to the management and development of the southern properties. Clay bodies created by Mr. Meakin are said to have been among the most remarkable ever made in this country.

* *

Edward J. Touhill, sales manager of the Colonial Pottery Co., has returned from a western business trip.

* *

F. A. Leonard, who has been spending several weeks in the West showing the lines of the Thompson Pottery Co., has returned. The Thompson plant is working to the limit in all departments.

* *

"We are having a very successful business now, and the prospects for a very busy fall are most encouraging," commented Col. J. N. Taylor, of the Knowles, Taylor & Knowles Co. The "Ramona" and "Lotus" dinner shapes are selling very strong, while the sale of the general lines of staples of this plant are going out as fast as they can be made.

* *

J. J. Ingalls, formerly of the Akron China Co., but now head of the United States Factories Co., with headquarters in Chicago, was in the District during the past week.

* *

D. D. Ottstott, with Butler Bros., Chicago, was among the buyers here during the last few days. Report has it that Mr. Ottstott will be advanced in the official family of this concern before the end of the year, and that such a change will cause several other advancements.

* *

Manufacturers of potters supplies, such as stilts, pins and spurs are not carrying the stocks they formerly did. The rule now is to make only what is ordered. As a result of this, a few sagger makers have left for Trenton, where they have taken positions in the potteries there.

* *

C. Nick Muessig, western representative for the Drakenfield color supply house of New York, on July 27th observed his twenty-seventh anniversary with

that firm. Another anniversary Mr. Muessig will celebrate is that of his marriage, for August 26th marks his twenty-second. As a result "Nick" has been busy receiving congratulations.

* *

The Globe Pottery Co., is installing a new ninety-horse power engine.

* *

The semi-annual or summer meeting of the American Ceramic Society which was held at Akron, O., during the past week was well attended. These summer meetings are given for the purpose of inspecting various clay working plants and other industries. While here the society inspected the plants of the Robinson Clay Products Co., Summit China Co., Standard Marble Novelty Co., A. J. Weeks vitreous porcelain chemical ware works, Goodrich Rubber Co., several brick and sewer pipe plants. The annual meeting of this society, which has a membership of over 400 pottery superintendents, ceramic chemists and pottery owners, and which was held in Pittsburgh last February, will be held in Trenton in 1911, starting the first Monday in February. While the date has not been officially announced, yet the committee having the convention time and place in charge will so state very soon. The summer meeting of 1911 is expected to be held in East Liverpool.

✱

There are intimations that the manufacturing potters here will make counter-demands at the conference between employers and employees to be held some time in October. While the exact nature of their suggestions to reduce the scale are not known, it is believed to apply to lavatories.

* *

Statements have been made that one of the local potteries are using fire clay workers to work in vitreous clay, and a movement is on foot to have this corrected. This branch of the trade is divided into two principal classes, who work in what is known to the trade as white clay or black clay. The former comes under the jurisdiction of the sanitary pressers and is considered the more skillful branch of the business, while the latter is practically unorganized and do a rough class of work.

* *

It is reliably reported a few days ago that William E. Green, of the Cook Pottery Co., would not accept the Republican Assembly nomination.

* *

Frederick A. Duggan, president of the Imperial Porcelain Co., of this city, is now the principal owner of the New Monmouth Hotel, Spring Lake.

* *

President Duffy, of the National Brotherhood of Operative Potters in a communication to the Central Labor Union here, advises that body that he has requested the potters' organizations who have failed to affiliate to take up the matter and elect delegates.

These include the general ware pressers, jiggermen and dismakers, packers, saggermakers and mold makers.

* *

Local potters are taking a referendum vote on the question of employing an organizer, the Australian ballot being used for the first time in the history of the organization. The polls will be open for several meetings in order to give each member an opportunity to vote. Should the office be created it will carry with it a salary of \$1,800 a year and will be filled by appointment until the next convention.

* *

James H. Tallon, a well-known potter and a leader of the Union Republican Club, is said to be practically sure of appointment by Governor Fort as a Deputy Factory Inspector to succeed Joseph H. Milburn whose term expires on September 3rd. The term is for three years and the position pays \$1,500 a year.

* *

Local manufacturers are getting together on the proposition to have Trenton represented by a large delegation at the convention of the Atlantic Deeper Waterways Association, to be held in Providence, R. I., from August 31st to September 3rd.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Aug. 6,'10	Correspond- ing period 1909	Exports Jan. 1 to Aug. 6,'10	Correspond- ing period 1909
Boston	109	4	4924	4339
New York	217	152	4811	3452
Baltimore .....	....	430	8925	10728
Philadelphia. ..	151	47	3922	3075
New Orleans....	86	6	1538	1747
Newport News ..	....	....	155	922
San Francisco ..	....	....	....	151
Portland (Me.)..	....	14	1029	1885
Galveston	11	79	929	852
Portland (Or.)..	....	....	....	95
Inland Points ...	45	29	1410	708
Total..	619	761	27643	27954

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Aug. 6,'10	Correspond- ing period 1909	Exports Jan. 1 to Aug. 6,'10	Correspond- ing period 1909
New York	200	137	5298	5023
Boston	109	17	4427	4114
Philadelphia.	151	47	3735	3425
Baltimore .....	....	430	11685	11395
San Francisco ..	....	....	151	151
New Orleans. ...	86	89	1808	1806
Portland (Me.)..	....	....	1943	1943
Galveston	11	79	1016	835
Newport News ..	....	....	922	922
Portland (Or.)..	....	....	55	55
Inland Points	58	...	922	864
Total..	615	799	31962	30533

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. From time to time the announcement has been made exclusively in the JOURNAL of the desire of the manufacturers of table and pressed glassware to procure a better price for their production, and it now seems that the plans that have been worked out during the past few months will not miscarry. A number of pressed table glass manufacturers met in Pittsburgh during the past week when the proposition of increasing lists was given grave consideration. It has been pointed out that the larger glass manufacturers have been making a fair per cent of profit on their product, but that the smaller men have been a thorn in the side of the trade. That the smaller manufacturers of these lines have been losing money is not denied. That they want to make a profit now, is clearly shown. No official announcement of the result of the recent conference has been made. That the meeting was well attended is common report.

Representatives of a high grade table factory have started to look for a permanent location for a Pittsburgh sample room, which they expect to have opened before October 1st. The company has not had representation in Pittsburgh for months.

M. G. Bryce, head of the commercial department of the United States Glass Co., has returned from a brief visit with his family at Lakewood, Chautauqua, N. Y. E. T. W. Craig, city salesman for the company went to Atlantic City for several weeks to reduce his weight, but came home heavier than ever, and as brown as a berry.

The sample room at the main offices of the Pittsburgh, Lamp, Brass and Glass Co., have been rearranged and refitted with all the late creations of the several factories. The display is conceded to be the best of the character in the District. Daniel Taylor, president of this company, will leave soon after September 1st for Canada where he plans to spend his annual vacation. Harry Ross, city salesman has returned from Martins' Height, Chautauqua.

Indications here point to an exceptionally busy

season on the lighting lines, and such accessories as are manufactured in this District. Jobbers and manufacturers report a heavy business now on the books. Gas shades have started to move better than a year ago, while the country districts have been ordering very liberally from the chimney lines. On the common goods there is no change in prices over those of last fall, although on the decorated lines of shades the lists vary according to treatment.

Among the out of town glass manufacturers in the District during the past ten days were C. H. Blumenhauer, of the Jefferson Glass Co., Follansbee, W. Va.; A. J. Smith, of the McKee Glass Co., Jeannette, Pa.; H. F. Weber, with the Millersburg Glass Co., Millersburg, O.

It is possible that a meeting of the board of directors of the Western Pottery and Glass Association will be held here within a few weeks, with a view to taking up some matters to be discussed at the annual meeting which is to be held at the Ft. Pitt Hotel in January. A call for such a meeting will be sent out soon, so it is reported.

The plant of the McKee Glass Co., at Jeannette, is running full time. Their new imitation rock crystal floral design line is moving in a most remarkable manner. The line is being shown in tumblers tableware and special pieces which have had a remarkable sale so far among the department store buyers.

In some sections the light cut effects in the table lines and blown goods are increasing in demand. Several new creations in the cut lines are now on the market, and it is related that they have sold in place of etched patterns. The demand for high grade etched lines continues very good, notwithstanding the fact that new selling lists are operative. This has proven to the manufacturer that if his line is a good one that the buyer will not argue very much about his price.

The exclusive report in the JOURNAL last week of the extent of the volume of imported glassware created no end of comment among the glass manu-

Buyers' Attention! About Face! Just a Moment.

THE commanding officer, GENERAL GOOD QUALITY, has issued the following general order :

“The **BANQUET DINNER SERVICE**, of the POTTERS' CO-OPERATIVE CO., of East Liverpool, Ohio, is proving the best profit-making dinner service on the market. It is to be had in exclusive open stock decorations and repeats on the original order will be necessary during the year.

“I am compelled also to again call your attention to the Plaque and Salad lines which are the rarest and richest ever put in stock. The variety of shapes and treatments are many.

“The COLONIAL PLAQUE line in sizes from 6½ to 10½ inches is the best revenue producers ever placed in your stock.

“The STANDARD TOILET LINE and HOTEL LINE is par excellence, and the prices are right.

“I also advise you that the POTTERS' CO-OPERATIVE CO., of East Liverpool, has the largest line of GAME, STEIN, FISH, FRUIT, LEMONADE SETS and CALENDAR PLAQUES any pottery ever assembled and they are money-makers.

“All their decorations are exclusive. You are therefore commanded to place your order for these lines at once.”

GENERAL GOOD QUALITY.



NEW YORK, SEPT. 1, 1910.

THE CONDITION OF BUSINESS.



While business is better than it has been, it is certainly not at all satisfactory. With the large number of buyers who have been in town during the last week, more was expected than was realized. The bulk of visitors were housefurnishing men, but a good many of them were also china buyers. They bought more housefurnishings than they did china, and while some big orders were placed for the former, there were many who complained that they did not get much out of the influx of visitors. In the china line but a few large bills were made, though promises that buyers will give the traveling salesmen good orders later on were profuse. The men on the road are doing well when they find buyers at home, but with three hundred or more of their customers in New York and with the large number on vacations, many towns were visited with little or no results, and much of the territory will have to be gone over again.

The English importers of earthenware are beginning to send their men out although it is much later than they started last year. Samples have been delayed in getting in, but are now nearly all ready. The same is true of the china goods, but strange to say, buyers have not waited for the new goods, but have been placing comfortable orders from samples already on view.

The call for German fancy goods is still light, and preference is shown for dinnerware, even in this line. Business is not brisk in New York warerooms, but the men on the road are doing fairly well.

There is beginning to be a call for French china, and there are intimations that when the new goods are ready, which will be within a short time now, there will be a fairly active demand.

The domestic manufacturers of earthenware are still very busy. Every day sees additions to their order files, and with the orders already booked for immediate and future deliveries, and the new favors coming in, there is no accumulating of stock.

Domestic glass manufacturers are exceedingly busy on blown lines, with an increasing demand for specialties and a moderate call for the cheaper lines of pressed ware.

Manufacturers of decorated and glass hand lamps have had a good trade this week. The call for the more expensive metal lamps is better, but still not quite up to the mark.

The retail trade in New York and vicinity is still very quiet, but we hear from interior points that business is looking better and a big trade is looked for from now on. The seaside resorts have had the biggest August in their history, in point of attendance, and consequently the dealers have had good trade.

The outlook is still good. Why trade should halt with good crops, labor well employed, and the railroads doing an immense business, is a mystery. Nearly every one is making excuses for conditions, and just now the politicians are getting a large share of the blame for the lack of business. People, however, have to wear clothes, shoes, and hats in spite of political upheavals, yet dealers in these lines are com-

plaining just as much as crockery men. Glass and pottery come under the head of "luxuries," and a man could get along with a cracked plate or a tea cup minus its handle for a long time, however, but they are bound to replace them, and it is only a question of time when the trade in our lines will revive.

Every pottery in the city is in full operation and several of the manufacturers are shipping goods as fast as they can be turned out. The business for September and October delivery has been a pleasant surprise to the manufacturers who did not look for such heavy orders. Salesmen are sending in big business almost daily, and strangely enough the majority of orders being booked call for shipments not later than October.

Business with the manufacturing potters of the West is considerably off, generally speaking. There is a tendency to hold off placing new business until after September 1st. Collections are, as a rule, anything but good, no one part of the country being worse off than another in this respect. Potteries are all working, but not in a crowded manner. There are exceptions to the above in one or two instances, but nevertheless there is more or less complaining.

Trade with manufacturing potters here is pronounced very good. Orders for fall shipments are rather heavy, although considerable business now coming in is for immediate shipment.

The lagging in orders that was experienced by glass manufacturers during the past ten days has disappeared to a considerable extent, and the report now is that trade is about back to normal. The manufacturers, however, declare they have a good fall business booked, and the inquiries denote a continuance. Orders from the west are not as brisk as formerly. Collections could be better.

Glass manufacturers in this territory declare that business is "too good" to use their own words. It is a fact that the general ware glass factories are working to the limit, and with no let up in orders. The sales for the year promise to be the largest of any for the past five years.

MINIMUM WEIGHT REDUCED.

THE minimum carload weight on glassware has been reduced by the Morgan steamship line, the weight applying from New York to Galveston. The weight of carloads on glass will be 20,000 pounds after September 1st. The reduction permits smaller shipments taking the carload rate.

CANADA'S LARGEST STORE.

PROBABLY the largest store in the British dominions is that of Eaton & Co., in Toronto Canada. This store occupies a floor space of twenty-five acres, has 7,250 employees, 200 telephones, fifteen passenger elevators, and numerous stairways. Sixty cashiers are required to handle the money. The cash is sent on by the sale clerks to the cashiers at the rate of sixteen feet a second through pneumatic brass tubes, and there are twenty-eight miles of this tubing throughout the store, with 250 terminals. Between 5,000 and 6,000 people are served daily in the lunch room, on the fifth floor, where the staff comprises 250 cooks, bakers and waiters; 246 horses and 127 wagons are required for the daily delivery of goods in Toronto and suburbs.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Aug. 13,'11	Correspond- ing period 1909	Exports Jan. 1 to Aug. 13,'10	Correspond- ing period 1909
Boston.....	189	307	5113	4646
New York.....	256	161	5064	3613
Baltimore.....	633	436	9558	11164
Philadelphia....	153	72	4075	3147
New Orleans.....	....	2	1538	1749
Newport News..	..	....	155	922
San Francisco ..	....	....	....	151
Portland (Me.)..	....	....	1029	1885
Galveston.....	....	162	929	1014
Portland (Or.)..	....	....	....	95
Inland Points...	....	....	1419	708
Total	1240	1140	28883	29094

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments week end'g Aug 13,'10	Correspond- ing period 1909	Exports Jan 1 to Aug. 13,'10	Correspond- ing period 1909
New York.....	251	157	5549	5180
Boston.....	189	259	4616	4373
Philadelphia....	89	72	3824	3497
Baltimore.....	633	436	12318	11831
San Francisco ..	....	....	151	151
New Orleans.....	....	2	1808	1808
Portland (Me.)..	..	....	1943	1943
Galveston.....	...	162	1016	997
Newport News ..	....	...	922	922
Portland (Or.)..	...	...	55	55
Inland Points	9	...	931	864
Total..	1171	1088	33133	31621

The New York Crockery and Glass District.

A petition has been circulated in the trade with a view of having Saturday made a full holiday. It has been so numerously signed that there is no question but that the movement will be general. This will give a long holiday, beginning Friday night, and ending Tuesday morning.

Cox & Lafferty have a few import samples still unsold, consisting of fancy china, lemonade, wine and liquor sets. It is to the buyers advantage to look at these samples, very low prices will be quoted, as room for new goods must be made. From the Imperial Glass Co. new Rubigold Iridescent goods are being shown. All the new goods from the Seneca Glass Co. are now on display, making a showing in lead blown glassware worth seeing.

L. Straus & Sons are calling especial attention to their Schwarzburg china, particularly the open stock dinnerware lines, and show on another page, a cut of a white and gold set that is an unusual attraction. The body and glaze are fine; ranking with the best Bavarian goods. Coin gold is used on this set, and as any one can see, the shape is pretty. This factory makes everything that is used for table furnishings, from plain white goods and one color decals, up to the the most elaborate hand-painted pieces. Any and all schools of designs are employed and beautiful samples of French, English and German art are depicted, both in form and decoration. They have a very good variety of fancy short lines which include every accessory to the dinner set that can be called for. They have an enormous stock of all kinds of pottery, glass, bric a-brac, marble and bronzes from every country in the world where these goods are made. Any dealer wanting anything in these lines can have his wants supplied immediately.

Bawo & Dotter are featuring a number of attractive assortments in their displays on the fifth floor. Most of these assortments are in fancy French and German china, and vary in size from 36 pieces to 166 pieces. The prices range from \$10.80 up. The items are useful as well as ornamental and embrace some very fine ware. The assortments have been made

up to meet the varying needs of large and small buyers, and different classes of trade. They help greatly in selecting a bill of goods. Other assortments embrace large vases with fruit or floral decors in relief, and open work ferns. The net selling prices are all displayed. These goods are all in stock for immediate delivery.

Herman C. Kupper announces that if orders are placed now goods can be delivered in time for holiday trade. Many new lines have been added to the celebrated, Ahrenfeldt china, as well as the art lines made by C. G. Schierholz & Sohn. Mr. Kupper is now in Europe, and will give personal attention to late orders and see that they are shipped promptly.

The new line of samples of Meakin & Ridgway have practically all arrived and are placed on display. The line is without doubt the best one they have ever shown in size and quality. Orders are coming in good shape from the roadmen on the new goods, and business generally is reported to be brisk.

Robert Slimmon & Co. are showing an exceptionally fine line from Bourne & Leigh. Their new "Royal" shape is a plain oval, and has a neat, under-glaze print in flow colors, called "The Jewel," and it is rightly named, for it is a jewel of a pattern, and is the idea of Mr. Slimmon himself. It is also shown in plain prints with gilt and illuminated colors. It ought to be one of the successes of the season. Their old Blue Willow, Nankin shape, is still a great favorite; it is one of the patterns which never grow old, and which always pleases the ladies.

Joseph Burroughs has been appointed agent for the "U-Kan" Silver Polish, which is made by A. R. Justice, Philadelphia, Pa. He also has taken the agency for "Jap-O" Distributing Co., Detroit, Mich. This article is a china mender.

The Phoenix Glass Co., is displaying a number of new electric shades, decorated with combinations of sand blast, crystal etchings, and cuttings. Another new line is that of the decorated inverted gas shades,

many of which have been especially designed for use in cafes, hotels, and other public places. An entire room is given over to the display of decorated domes for gas and electric portables.

Geo. Hamilton has received samples of an entirely new line of vases, flower holders, candlesticks and novelties which will be known as Furnivals "Marmora Faience." The line embraces a considerable number of items, all of antique shape, some with blue, and others with a brown background. They are all well glazed, some with the iridescent effect.

John Davidson has the handsomest wareroom in the District. It is fitting, that he should have a fine setting for his beautiful goods. Not only has he a handsome array of china and glass but they are tastefully displayed. The firms he represents have sent him remarkable lines of goods this year. It is a pleasure just to walk up and down the aisles and look at them. The dealers in fine goods go farther than that for the attractions are irresistible and they buy.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending August 30, 1910.

ANTWERP

48 packages glassware	Strobel & Wilken Co
67 " earthenware	" "
197 " toys	" "
101 " chinaware	C E Wheelock & Co

BREMEN

4 packages glassware	Samstag & Hilder Bros
8 " "	A Steinhardt & Bro
5 " "	L Straus & Sons
149 " "	Strobel & Wilken Co
160 " "	Miscellaneous Orders
2 " chinaware	C E Wheelock & Co
11 " earthenware	H Kupper
56 " "	Geo Borgfeldt & Co
25 " "	Knauth, Nachod & Kuhne
92 " "	Strobel & Wilken Co
55 " "	Miscellaneous Orders
58 " toys	Geo Borgfeldt & Co
12 " "	Bawo & Dotter
11 " "	F A O Schwartz
672 " "	Strobel & Wilken Co
130 " "	Miscellaneous Orders

LONDON

5 packages toys	Geo Borgfeldt & Co
70 " "	Strobel & Wilken Co

LIVERPOOL

6 packages earthenware	The Rowland & Marsellus Co
8 " "	R Slimmon & Co
6 " "	G F Bassett & Co
28 " "	Maddock & Miller
8 " "	H C Edmiston
28 " "	L Straus & Sons
12 " "	Strobel & Wilken Co
51 " "	Miscellaneous Orders
8 " chinaware	C E Wheelock & Co
10 " toys	Geo Borgfeldt & Co
52 " "	Strobel & Wilken Co

HAMBURG

38 packages glassware	Fensterer & Ruhe
600 " "	Brown Bros
51 " "	W R Noe & Sons
21 " "	Koscherak Bros
6 " "	C B Reuss
158 " "	Eimer & Amend
22 " "	Froeber & Vollrath
16 " "	Knauth, Nachod & Kuhne
9 " "	N Wapler
6 " "	Lazarus & Rosenfeld
41 " "	J H Venon
70 " "	L Straus & Sons
75 " "	Strobel & Wilken Co
406 " "	Miscellaneous Orders
69 " earthenware	Geo Borgfeldt & Co
16 " "	Froeber & Vollrath
68 " "	O Goetz
4 " "	L Straus & Sons
14 " "	B Ilfelder & Co
15 " "	J Palme
32 " "	Eimer & Amend
88 " "	Samstag & Hilder Bros
72 " "	L D Bloch & Co
75 " "	Strobel & Wilken Co
166 " "	Miscellaneous Orders
128 " chinaware	Bawo & Dotter
4 " "	J H Venon
38 " "	C E Wheelock & Co
2 " "	Miscellaneous Orders
76 " toys	B Ilfelder & Co
17 " "	Knauth, Nachod & Kuhne
78 " "	Lazarus & Rosenfeld
279 " "	Strobel & Wilken Co
379 " "	Miscellaneous Orders

NAPLES

3 packages earthenware	H Creange
14 " "	H Kupper

SOUTHAMPTON

9 packages chinaware	C L Dwenger
13 " "	Bawo & Dotter
7 " "	Geo Borgfeldt & Co
2 " "	L D Bloch & Co
57 " "	Wm Guerin & Co
119 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

3 packages earthenware	Jones, McDuffee & Stratton Co
2 " "	Mitchell Woodbury & Co
7 " "	A W Chesterton
8 " "	American Express Co
5 " "	Miscellaneous Orders

HAMBURG

33 packages earthenware	Jones, McDuffee & Stratton Co
8 " "	Martin Copeland & Co
2 " "	L E Knott Apparatus Co
21 " "	American Express Co
5 " "	L Wolf & Co
29 " "	Patterson Wylde & Co
10 " "	Bawo & Dotter
29 " "	Geo Borgfeldt & Co
14 " "	R H Stearns Co
4 " "	Stone & Downer Co
15 " "	Miscellaneous Orders

ANTWERP

45 packages earthenware	Jones, McDuffee & Stratton Co
61 " "	Mitchell, Woodbury Co
56 " "	Geo Borgfeldt & Co
20 " "	J B Moors & Co
67 " "	L Wolf & Co
21 " "	Miscellaneous Orders



AT BOSTON.

"NEVER again," will some of the local wholesale boys attempt to round up the New England trade in August, for with many of them, the trips were discouraging. With whom they saw, business was all right, but the stickler is "whom they saw." One of the principal men visiting, for instance, New Haven, Conn., Springfield and Worcester, found all the buyers away at New Haven, four out of five away at Springfield and three out of four absent at Worcester, and he will either have to give up that territory or visit it a second time. Another local man who opened at Springfield before he looked up the trade, found them all away. This man kept his room and leaving his line there, returned to Boston to wait a few days. Most of the buyers, of course, were off enjoying vacations, but a traveler departing is followed by another and another who all fear they are missing something. They did miss, too—the buyers. As a solution, a wholesale man suggests that an agreement be made by the entire trade not to travel in August. Why wouldn't this be a good idea?

Jones, McDuffee & Stratton Co. are featuring their entire display in the local papers dwelling particularly on dinner sets and glassware. They also call attention to rare vases, statuettes and mantel ornaments in admirable designs now current in the best china shops in London, Berlin and Paris. Advertising Manager Connelly has been absent for several weeks on account of illness.

C. C. Smith, china and glass buyer at Timothy Smith & Co., the big department store at Dudley St. Terminal, is in New York on a buying expedition.

Mr. Sturtevant, china and glass buyer for Forbee & Wallace, Springfield, has returned from a pleasant sojourn.

There is one member of the trade who ignores the high cost of living and is possessed of forty kilns of courage, for it is learned that Charles Martin, the Roseville Pottery Co.'s lively representative, is about to join the benedict army. Good luck, Charlie!

Frank Smith and A. G. Pollard & Co., Lowell, china and glass is about to return home after a pleasant vacation spent at Quincy in company with his seventy horse-power automobile.

Wireless reports to Boston say that Charles Hartford, of Providence, the eastern ambassador for the Jefferson Glass Co., has returned from his vacation

and is ready for 'em. He says he played second base for a team in the Blueberry League and caught 500 brook trout. Hart's veracity is well known but how did he get the fish score in such pretty round numbers?

Glass buyer Fox, of W. & A. Bacon's, "the store where your grandmother traded" is due to return from a New York trip.

R. H. White Co. have added glassware to their cut glass department, terming the line "Ye Old Colonial Glass."

James Splaine with M. A. Allen & Sons, owning the only exclusive china and glass store at Holyoke, was in our midst last week.

Twenty-five new patterns of the Buffalo Pottery Co.'s underglazed line have been received by Ed. Wilgus, the eastern man, and they certainly are handsome designs. Mr. Wilgus, in company with Fred Shattuck of George F. Bassett Co., leaves in a few days for a journey through the Middle West.

John J. Curry, Houghton & Dutton's glass chief, has returned from his recreation, as also has Miss Murry, his assistant.

E. C. Farrington, glass buyer at Shepard-Norwell Co., is one of the real busy buyers of the city, as in addition to glass, he attends to other lines, including draperies, housefurnishings, rugs, etc.

J. Frank Hinckley is back after a few pleasant weeks spent in Maine and attests good results from his initial Fall trip. Mr. Hinckley represents the Hall China Co., Co-Operative Flint Glass Co., West End Pottery Co. and the Croxall Pottery Co.

A. E. Russell, assistant to James J. Hanning, china and glass man at Jordan Marsh Co., is slumbering in Vermont, while Miss A. Beane, assistant glass buyer, is enjoying herself at Onset, Mass.

Jerry Bryce, of Bryce Bros. Co., Mount Pleasant, Pa., is expected in town this week. Other trade representatives expected here are: E. C. Ledger, with the Royal Doulton line, E. A. Coburn, Goehring Mfg. Co., Akron, Ohio and Hugh C. Edmiston with the Meakin line.

An influx of trade visitors hit here last week with beaming countenances and A-1 lines, as follows: Frank W. Moore, of the American China Co., Toronto, Can., William L. Tickell, of the International Pottery Co., Trenton, N. J., Geo. Hamilton, of Furnivals, Ltd., English china; Cecil Taylor with Knowles, Taylor & Knowles, East Liverpool, O., Charles J. Delacroix, Wheeling, W. Va., Mr. Cox, of the Vodrey Pottery Co., East Liverpool, O. and W. R. Elliott, of the Meriden Cut Glass Co.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 1, 1910.

IT should be of interest to merchants in the trade, whether wholesalers or retailers, to note that over one hundred Chambers of Commerce and Boards of Trade of our largest cities have united to protest to the Inter-State Commerce Commission against the alleged excessive rates, and extortionate methods employed by the express companies. This investigation should prove of unusual interest and benefit, and is worthy of attention.

VISIT ALL THE WAREROOMS.

THE dry goods houses in New York, carrying china and glass, are not up to date in the stock they show, as compared with most of the department stores in the West. Of course there are exceptions, but in going through the various dry goods stores here, there is a remarkable similarity in the lines of crockery and glass. One store is so much like another that it is almost as if one buyer had bought for the lot. One can find goods in Pittsburgh, Cincinnati, Chicago and St. Louis that are never seen in the New York stores, and yet these wares are purchased from the New York importers. It might be thought that perhaps these goods are not suited to the New York market. On the contrary they are very desirable and the regular crockery stores find a ready market for them. The fault lies with the buyers. There are many wholesale warerooms, that are favored by only a very few of the department store

purchasing force. They have been visited and invited time again to call and inspect the lines but somehow it never seems to be convenient for them to keep their promises. It is also a fact that many city buyers, who are regular patrons of houses in the District, do not visit them very often, sometimes not more than once or twice in the year.

It is useless to say that buyers cannot purchase from everyone, at one time. But if buyers would, in the course of the season, visit all the displays they would frequently find novelties and staples that they could handle to advantage without encroaching on their favorite firms. It is right, and a good thing to have specific places to draw on for the bulk of purchases, but as every importer has specialties, it pays to supplement, thereby giving variety to the stock.

The lot of the New York buyer is not a happy one. He is "drummed to death." Not only is he visited by the representatives of the houses in the District, but every out-of-town manufacturer sends his men to see him. He could spend all day every day with the visiting salesmen. Then, too, he must visit the warerooms. Consequently, with his store duties, his time is well engaged. Yet, if he desired, he can devote a little time at intervals to take a look at those places where he is not accustomed to buy. He need not fear that he will not be welcomed. The proprietors want him to come in. The salesmen as a rule are anxious to open an account with him. Every man engaged in selling crockery and glass at wholesale is desirous of selling to every reputable retailer in the trade. It should be the business of every retailer personally, or through his representative, to give him a chance to do so. Every retailer should want to see and buy the best goods obtainable. The only way to determine what is best is by an inspection of the samples in all the warerooms. The sample lines which the salesmen take out only represent what that salesman thinks are the best sellers. The buyer might think differently and find many things on the counters that the salesman had neglected. In all kindness we say, visit all the warerooms.

GLASS SAND PRODUCED IN 1909.

THE production of glass sand in 1909 was 1,104,451 short tons, valued at \$1,163,375. These figures represent only a slight increase over the production of 1908. The average value was \$1.05, a very slight increase over 1908.

Pennsylvania stands first in point of production, the yield being 405,028 tons, valued at \$484,353. West Virginia comes next with 145,782 tons, valued at \$174,834. Illinois, 194,722 tons, valued at \$139,172. Ohio produced 92,487 tons, valued at \$94,825. Missouri, 111,517 tons, valued at \$83,106. Michigan, 17,000 tons, valued at \$34,000, Massachusetts, 5,017 tons, valued at \$25,330.

The analysis of these sands do not vary much in the aggregate in the various States, running from eighty-nine and a fraction to 99.88 pure.

PERSONAL.

It is wonderful what Colorado climate will do for a man. A Hashagen, a well-known pottery man, who seven or eight years ago was obliged to leave New work on account of pulmonary trouble, has returned a perfectly well man. He ran a ranch out there, which kept him out in the open and on horse-back much of the time. He says that he thought nothing of doing twenty miles at a stretch on a horse's back, day in and day out. Mr. Hashagen, who is a modeller of no mean reputation, is in hopes of obtaining a position where he can use his talent.

A. W. Mackenzie returned Sunday from his trip abroad. He was sunburned to a marked degree and reported a delightful trip across.

Victor Levoyer, of A. Gredelue, is away on a short trip to Philadelphia and adjacent territory.

A. Gredelue will be pretty nearly across the pond by the time this appears. He is expected back on Friday, and will doubtless have all he can attend to in the shape of work for a few days after his arrival.

E. H. Peck, New York manager of the Phoenix Glass Co. returned early this week from a motor trip through the White Mountains. He is now on the lookout for prospective additions to his list of golf trophies.

Chas. L. Dwenger left last Friday for a week's pleasure trip to the Thousand Islands.

A. H. Patterson, vice-president of the Phoenix Glass Co., is passing a vacation of three weeks in Maine. He is expected back September 6th.

Henry Cronmeyer, with Bawo & Dotter, Ltd., who was to have left this week for San Francisco, has been detained, but his samples have been forwarded and his assistant on the Coast will be able to show a full and complete line, both from stock and for import.

A. Mitchell, vice-president and general manager of the Pioneer Cut Glass Co., and Manager Geo. F. Schiesler, after attending the Household Show all week, went to Boston Sunday night to look over the

ground there before returning to their factory at Carbondale.

Edward Boote is booked to sail for home on the "Cedric," leaving September 3rd. He should be in New York by the 9th or 10th.

Harry L. Seixas, with Edward Boote, will leave on Monday night for his regular western trip, to be gone about four months.

H. S. Clarke, with Robert Slimmon & Co. is in Boston this week, and will be in Philadelphia Tuesday and Wednesday, and in Baltimore Thursday and Friday. W. P. Garvin is in Canada with the lines.

A. B. Levan, of Kinney & Levan, Cleveland, Ohio, arrived in New York this Thursday morning for a three days' visit.

James Dorn Brady, erstwhile crockery salesman, now with the McCrum-Howell Co., who manufacture sanitary wares, radiators, etc., was calling upon friends in the up-town District last week. He seems to have "struck it rich."

M. K. Lindner, who represents The Dohrmann Commercial Co., in New York, will leave for his annual visit to the home office at San Francisco the first of next week, and expects to be gone until Christmas.

A. B. Evans, with Meakin & Ridgeway, who left for Philadelphia early this week, will spend Labor Day in Pittsburgh and then go on his regular tour. Norman C. Walker left this week for his regular territory.

Leonard Stock, with H. C. Kupper, left on Monday for Chicago and the West, expecting to spend Labor Day in St. Louis. E. W. Schulz left on Wednesday for the West.

Mr. McIntosh, buyer for Ovington Bros., of this city, was scheduled to sail from Havre September 1st.

John Nixon, who has been spending some weeks in England, arrived in Montreal on the "Royal George" last Friday. He is expected to arrive home in New York this week Friday.

Jerome Jones spent a day in New York this week on his way to Schenectady, to visit his daughter.

L. W. Greeman, specialty salesman at Morimura Bros., has been making a record this season. He

does not confine himself to the china end of the business, but is a "free lance" throughout the house.



J. Martin, china and glass buyer at the Fourteenth Street Store returned from his vacation Monday.



Geo. A. Anthony, the veteran who guides the destinies of Loeser's china and glass department returned from his vacation Monday.



Peter O'Neill, china and glass buyer for Abraham & Straus, and Mr. Moore of Matthews, Brooklyn resumed the reins on Monday after short vacations.

THE EUROPEAN BOTTLE SITUATION.

CONSUL BENJAMIN F. CHASE, of Leeds, describes the present status of the glass-bottle industry in England and the continued efforts to complete the trusts.

In 1907 a combination of many of the leading glass-bottle makers of the United Kingdom was formed for the alleged purpose of safeguarding British interests and regulating the trade. This combine purchased the British patents of the Owens automatic machine from an American syndicate for \$973,300, with a further expenditure of \$146,000 in testing its utility.

Thirteen firms, with factories in London, Newport, Wakefield, Hunslet, Castleford, Thornhill, Lees, Knottingley, and other places, many being in Yorkshire, declined to join this combine and operate independently. These latter concerns were able to continue business by having customers who believed that if all went into a combine prices would go up, because the combine has an agreement with Continental makers by which they are not to sell in the United Kingdom at a price lower than agreed.

Some time ago, at the meeting of the combine and the independent makers, the latter offered to join in a selling price agreement but not in the purchase of the machine, but would not agree to declare the output for the previous six months, and not to extend the works to exceed that output for ten years, nor to the condition that no maker should sell to another not a member of the combine.

Later the Glass Blower's Union held a meeting at Leeds, and it was represented to them that unless these thirteen firms joined the combine and withdrew their competition the price of bottles, and consequently wages, would have to be reduced. The union then decided to force the independents into the combine, and for that purpose gave notice that unless the agreement were signed they would quit work, which they did at the expiration of the time fixed.

Some of the independents agreed to the conditions and joined the combine and their laborers returned to work. Some still refuse, and the strike continues against them. This is possibly the first time a labor union has declared a strike to force the employer to join a combine which proposes to control a trade and create a monopoly by agreement and otherwise.

There are about 230 heads of families among the glass workers of Leeds who work an average of five days of $9\frac{1}{4}$ hours, or $46\frac{1}{4}$ hours per week. The bottle makers or finishers on this time receive 36s. (\$8.76) per week; blowers, 34s. (\$8.27); and gatherers 29s. (\$7.05).

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- T C Bunch, with Wm Hengerer Co, s, Buffalo, N Y.
214 Church street.
- L Metzenberg, with Sears-Roebuck & Co, s, Chicago,
Ill. 438 Broadway.
- W D Gilmore, with Daudt Glass and Crockery Co, g,
l, Toledo, O, Seville.
- C C Phelps, of Phelps & Osborn, hf, Jacksonville, Ill.
New Grand.
- J T Leonard, of Leonard & Cassidy, c, g, New Orleans,
La. New Amsterdam.
- S V Silverthorne, with B Nugent & Bros Dry Goods
Co, s, t, St Louis, Mo. 31 Union square,
- A Hunter, with Wise, Smith & Co, hf, Hartford,
Conn. 114 Fifth ave.
- Chas Herman, with Bailey Co, hf, Cleveland, Ohio.
805 Broadway.
- Mrs J M Scroggins, with M M Cohn, s, Little Rock,
Ark. 114 Fifth ave.
- J A Pare, with Troy Store, t, Fall River, Mass. 41
Union square.
- N Kaufmann, of Kaufmann Bros, hf, Pittsburgh, Pa
648 Broadway.
- W R Guerrant, Los Angeles, Cal.
- D A Richards, with Stewart & Co, t, s, Baltimore,
Md. 214 Church street.
- W Katzenstein, with L Lauer, t, Baltimore, Md.
Imperial.
- C Taylor, with P Wiest's Sons, hf, York, Pa. 41
Union square.
- F H Borden, with D Harley Co, t, Pawtucket, R. I.
Breslin.
- F R Clark, with Wise, Smith & Co, c, g, Hartford,
Conn. 47 Lispenard street.
- J W Scarbrough & Hicks, hf, Austin, Tex. 396
Broadway.
- Clarence F Longacre, with Bush & Bull Co, c, hf,
Williamsport, Pa. Grand.
- E A Cosgrove, with Wm Barr D G Co, c, g, s, St
Louis, Mo. 72 Leonard.
- E E Kreds, with Shotwell, & Tucker & McGinn Co,
c, g, Skaneateles, N Y. New Grand.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Considerable interest is manifested in the Pittsburgh District among the glass manufacturers over the sale of the Princess glass factory at Grafton, W. Va., which it an event scheduled for this month. It has been said that this property will pass into the control of a former well known glass manufacturer, but there is no confirmation of this story here. Interests in Charleston, W. Va., have charge of the property until a sale is made, and who—ever buys the plant gets everything—lock, stock and barrel.

That the tendency in the glass trade is toward higher prices for all lines is greatly in evidence. The stem and etched ware manufacturers have agreed that they were selling goods at a loss, and an advance of not less than ten per cent is looked for on some of the tumbler lines. Glass manufacturers are willing to ask more for their wares, but it appears that only a leader is required. One manufacturer said to the JOURNAL representative that while he knew the manufacturers wanted to bring prices up to their proper level he believed the time was not far distant when the men at the helm of the business would realize their mistake in holding to a list that they knew they were losing money on.

Three additional frames have been added to the capacity of the Pittsburgh Cut Glass Co. Besides increasing the output the firm has worked its full forces for two nights a week during the past month. It is the intention of the firm to add a line of jugs, creams and sugars later in the season, but for the present its business will be confined to the light cuttings on tumblers and lighting shades.

No change was made in the officers of the United States Glass Co., at the meeting of the board of directors held August 25th. This firm is showing three new lines of light and heavy cut ware, the patterns of which are very attractive. A new bar line contains sixteen pieces, and a new domestic line of ten pieces is composed of salads, oyster cocktails, grape fruits and sundaes. The rock crystal effect in the latter line is carried out. Several new

cuttings in tumblers and pitchers are also being shown. Five of the cut pieces in the bar line are suitable for domestic use. Ernest Nickel secretary-treasurer, left for Atlantic City where he will spend his vacation. He will visit Philadelphia, Baltimore and Washington, combining business with pleasure. John Rumens, London, Eng., foreign representative of the company, left for the East.

James Wilson, of the Tarentum Glass Co., and A. J. Smith of the McKee Glass Co., were in the District during the past week.

Quig Hamilton, western salesman for the Tarentum Glass Co., has started over his territory and is showing a complete line from the Tarentum factory.

Some of the decorating glass people declare it is impossible for them to ship their orders on time, because of the inability to get goods from the factories. One decorator said that he could not ship even one of a twenty barrel order, because of the slow shipments from the factory.

The Union Supply Co., has been in the market, and with the buyers from seventy-two of the stores of this company, there was somewhat of a hum in the District. Glass lamps were bought liberally, while the more elaborate lamplines were passed up. Some table sets were bought, the orders for this line exceeding the business placed last season.

The Phoenix Glass Co., announces the resumption of its factories, and that indications for a good fall business are very promising. This firm did not start its plant until late, for after the fire at the Monaca factory, the workmen remained on duty longer, and until the company got its stocks up to normal.

The organization of the Ripley Glass Co., Inc., will be an event in the glass trade during the next fortnight, and this follows a decision of the stockholders, agreed upon at an informal gathering held here during the past week. The headquarters of this

company will be in the House building, this city, and the factory at Connellsville.

The American Association of Flint and Lime Glass Manufacturers will hold a meeting at their local headquarters Sept. 14th, notices for which will be sent the trade within a few days by H. D. Murray, actuary. It is said that only routine matters will be considered at this session.

The Consolidated Lamp and Glass Co., is showing some very attractive cuttings on its lighting lines. A new shape in shades is called the "Sheffield" and is shown in colored glass and varied treatments.

Pete Brady, one of the best known glass salesmen in the trade, and who earlier in the season was affiliated with the Gill interests at Steubenville, O., is now representing the Monongah Glass Co. in the western territory, succeeding Krider A. Rock. The latter is now in charge of the commercial department of the Monongah plant.

Robert Orr, in charge of the glass department of the Joseph Horne stores has returned from his vacation.

C. H. Blumenauer, general manager of the Jefferson Glass Co., has announced the appointment of two western representatives. Hereafter the Jefferson line of Chippendale ware will be represented in San Francisco by Himmelstern Bros., of No. 718 Mission street, while the Salt Lake, Utah office will be in charge of H. R. Bartlett. Samples of the complete lines made by the Jefferson will be shown in each office.

George Mortimer, of the Mortimer Glass Co., who has been making a three weeks' trip through the East in his automobile has returned to his offices in this city.

AT PITTSBURGH.

J. W. FRENCH was registered at the Hotel Anderson, showing the import lines of John Davison, New York. His display was a pretty one and attracted considerable attention among the buyers of the District.

The permanent Pittsburgh sample room of Bawo & Dotter Co., Ltd., New York, opened for business last Monday under the direction of Frank Zollig. "Tom Neely, of Boggs & Buhl, Northside, gave the first order after the office was opened," said Mr. Zollig, "and ever since then we have been very busy." The line is the largest this house ever displayed in the Pittsburgh District.

Anent Mr. Neely giving Mr. Zollig his first order after opening here, W. F. Ellison, now traveling with the Cook Pottery Co's., lines tells the same story.

When Mr. Ellison started to come to Pittsburgh and called on Mr. Neely, the latter kept his appointment and the result was that a nice order was placed. "That made me feel good", said Mr. Ellison in relating the story recently, "and ever since then I have never come to the city without being remembered by Mr. Neely." Its dollars to cents many another salesman could tell similar stories about the start they got through the kindness of Mr. Neely.

R. W. Wylie, New England representative for the G. W. Bowman house from the New York office, who has been spending a season with Mr. Charles Ellis, the latter in charge of the Pittsburgh display, will return to the East within a few days. The Pittsburgh exhibition of this firm will close within the next ten days. Since the exhibition opened, trade has been very satisfactory.

Mr. Dodge, with the Shilito Co., department store, Cincinnati, O., was among the buyers of china and glass to register in the District last week.

Additions are being continually made to the many lines shown in the local sample rooms of Kinney & Levan, which is in charge of W. W. Lang. The new import fancy lines are taking very readily, and some of the offerings are being sought by local dealers for exclusive sale in Pittsburgh. The country trade has been coming into the market liberally of late, and the Kinney & Levan offices have been very busy.

NEW DECORATING INVENTIONS.

A CERAMIC decorating machine, patented by William Silverman, foreman of the decorating department of the William Brunt Pottery Co., and A.O. C. Ahrendts, office manager of the same concern, will, according to the inventors, practically revolutionize the decorating branch of the pottery trade.

The invention is a machine operated either by motor, steam or otherwise. According to the claims of the inventors it can do gold lining, border, lustre, stamp and sectional work in connection with decalcomanie. A rubbed mold with the configuration thereon, is used to transfer the print. According to Mr. Ahrendts the machine is capable of decorating any ware except the hollow ware manufactured in the potteries. The inventors are now working on a scheme to include hollow ware in the improvement. One of the improved machines is now in operation at the Brunt pottery.

THE price-cutter lands nothing. He makes nothing for himself and puts a brake on the wheels of progress.

Among the Potteries

East and West

East Liverpool and Vicinity. There is not a manufacturing potter in the western territory but what has expressed the opinion that more dealers will be caught without holiday goods this season than during any season during the past ten years. Never was the tendency so strong to hold off placing orders than evidenced during the past month. Buyers, have admitted to salesmen that they have no stocks, that they are willing to place business, but that the "head of the house" will not O. K. the orders. What small business that was done during August was for matchings, more or less. While there was some high grade business floating around here and there, it has been of a slight volume, generally speaking. In fact, buyers who told salesmen they could not order anything until September, have made their word good, and the first of these orders are now coming in.

* *

The real feature among the new things in the District during the past week has been with the Cartwright Bros., Pottery Co., who are showing an underglaze blue tint, both with and without gold band effects, on their fancy Glendora dinner shape. Unlike any underglaze blue that has been placed on the market heretofore the ware is not gaudy, as some underglaze ware is, but as the color is put on by a new process, a new effect is to be had. The same treatment is being shown on a plaque and salad line and several specialties. A new building is being added to the decorating room in order to take care of the business on these lines, sales of which give promise of being exceptionally heavy, judging from advance orders already booked. A. M. Kilgore & Co., will represent the company in Dallas, Tex.

* *

With the Homer Laughlin China Co., the sales for 1910 will prove to be the largest, it is believed, in the history of this well known firm. Since the Niagara dinner shape was placed on the market early for this season's trade, it has proven to be one of most popular dinner patterns now offered American pottery buyers. The height of perfection was supposed to have been reached when the first treatments were shown on this shape, but when the mid-season creations were shown,

many of the former treatments were found inferior to the later offerings. In the jug and salad lines, this firm has the most extensive variety of any pottery in the United States, and a buyer usually requires little time to make a selection because of the character of the shapes and treatments. When this firm offered a special August assortment of salads for \$10 there was no end to the demand, so it appeared, for the special moved speedily. A good thing was offered the trade by this firm, and the buyers were quick to take advantage of it.

* *

W. B. Jackson, western salesman for the Taylor, Smith & Taylor Co., spent the past week at the home office, and at his home at Oberlin, O. He expects to resume traveling within a few days.

* *

Reports received by pottery manufacturers from western salesmen and from their jobbing connections are not of a flattering character, especially the news coming from the Dakotas. It is related that the crops are below the average for the past ten years.

* *

H. A. Tanner of Pittsburgh has been made the Pittsburgh and Western Pennsylvania representative for the Colonial Pottery Co., and will show a new line. The appointment is effective at once.

* *

"When a customer complains to us that his goods have not been delivered as early as the shipping instructions specified, we tell him the reason in plain words," said a well known sales manager. "At the same time, we call his attention to the fact that he was urged to get his business in earlier than he did; that it takes about sixty days for decorated goods to get through; and that if he would send in his order from a list we enclose, we would then be in a position to guarantee his shipment." "How does the scheme work?" he was asked. "Fine! We generally get on an average of nine orders out of every ten letters we send out on this subject."

* *

Joseph Davis, who started on a trip through Pennsylvania for the Smith-Phillips China Co., was compelled to return home on account of ivy poison.

He will resume his territory within a few days, as his condition at this writing is considerably improved. A new treatment on the Princess dinner shape with the company is named the El Dorado, which is a new decal and coin gold treatment. Just above the decal pattern, which is in green and red, is a coin gold hair line and band, the handles on the teas and cover dishes being solid coin gold, and a hair line of coin gold at the bottom of the teas. The first samples have been out but a short while, and the popularity of the treatment gives promise of exceeding that of the Cordova and Saville treatments.

* *

It is expected that notices calling a special meeting of the United States Potters' Association to be held at Pittsburgh during October will be sent to the trade within a few weeks by Secretary-Treasurer, Charles C. Ashbaugh, of the West End Pottery Co. No intimation has been given as to the character of business to be taken up at this special session, but it is presumed the meeting will be more in the form of a committee of the whole, to talk over matters to be acted upon at the coming Washington convention in December.

* *

O. C. Ahrendts, sales manager for the Brunt Pottery Co., and the inventor of a decorating machine for flat ware has given an option upon the machine to Cleveland parties. William Silverman, of the Brunt plant is a joint owner in the machine.

* *

John Hamilton, a strike-breaker employed at the plant of the Rochester Tumbler Works was shot from ambush shortly after midnight August 23d as he was passing the factory on his way home.



The present year has been one of the most successful dinnerware seasons in a decade. The local manufacturers who have been making a specialty of high-class dinnerware, both in body and treatments, have had about all the business on these lines that they could conveniently handle.

* *

No date has been set for the general conference between the Sanitary Pottery Manufacturers and the National Brotherhood of Operative Potters representatives. The two-year wage agreement existing in this branch of the trade expires this Fall, and it is said that a general conference will be held probably late in September and most likely sessions will be in chambers in this city, which is the centre of the sanitary pottery industry of the United States.

* *

The fourteenth annual outing of the employees of the Thomas Maddock's Sons Co. was held at the Inter-State Fair Grounds last Saturday, and was adjudged by all odds the most successful and enjoyable affair of the kind ever held by the employees. More than 250, including the members of the firm, partici-

pated in the outing, which was an all-day affair. A fine program of athletic events featured the day.

*

Harry Dietz, of East Liverpool, one of the most popular sagger shop managers in the Western district has assumed charge of the sagger shop of the Anchor Pottery in this city.

* *

For the third time within a few months the Greenwood Pottery Co. suffered another loss by fire at their plant last Thursday night. The blaze was confined to the kiln sheds and the damage was slight.

* *

It appears to be pretty generally understood among the members of the Art School Commission that the occupancy of the new quarters for the school now being erected here by the former Secretary of State, Henry C. Kelsey, will be deferred for another year, or at least until the second school term beginning in February.

* *

Louis S. Burk, who is well known in the trade and who through the booking of an unusually large order for individual butters at the time was nicknamed "Individual Butter Lou" has again distinguished himself but this time as an agriculturist.

*

Mr. and Mrs. William S. George, of East Palestine, O., who have been summering at Atlantic City, motored to this city last week to spend a few days renewing old acquaintances. Mr. George was a resident of this city before engaging in the pottery business in the West.

* *

James Bates, a well-known potter of this city, has returned home after spending two months on a tour of the pottery districts of England.



No new items are to be brought out by the Buffalo Pottery Co., for the fall trade, but a new line is being prepared for the 1911 trade. Business with this firm is very good so far this season, and the year will show a handsome increase in sales over the preceding year.



The capacity of the Federal Glass Co. is being increased, because of the flood of business the firm is booking, and additional machinery is being installed. Trade is exceptionally heavy with the Federal, and the plant will be operated to its capacity throughout the year.



The underglaze treatments on the vitrified hotel china lines of the Mayer Bros., Pottery Co., Ltd., are being improved, and some new effects will be ready for the new year buyers. The body of this

ware is declared by ceramists to be of an exceptionally strong character, while the variety of treatments, both special and general, are more extensive this season than heretofore.



The Navarre Pottery Co., has started **Navarre, O.** the construction of a new \$10,000 plant here. The buildings will likely be completed within three or four months.



The plant of Bagley Bros., Pottery **Zanesville, O.** Co., was destroyed by fire recently; loss approximately \$10,000. The low supply of water is said by the fire department officials to have hindered their work in partially saving the property. The firm manufactured fire pots.

A PRICE STANDARD NEEDED

SINCE the more general use of the figured blank by manufacturers of cut glass has materially lowered the price of this product, there has arisen a knotty problem to be solved by wholesalers and manufacturers who make and deal in this class of merchandise.

We refer to the establishment of some sort of standard price.

A number of manufacturers are shaving the margin of profit so close that it is puzzling how they can expend money for blanks, pay the workmen to finish them, as well as the expense of selling, packing, etc., and then wait sixty days for their money.

Why not adopt and maintain a certain list of prices for standard sizes and cuttings?

Cut glass is a staple article, and the fashion in which prices are being slashed at the present time means the wasting of thousands of dollars of profit that would ordinarily enrich both wholesaler and manufacturer.

BUSINESS BRIEFS.

The Kresge ten-cent store syndicate have opened a branch store in Des Moines, Ia.

* *

The American Art Metal and Lamp Co., has been formed at Dayton, O., by J. E. Potts and others. Capital \$25,000.

* *

J. G. McCrory & Co. have opened a five-and ten-cent store at Ocala, Florida. The store is in charge of W. H. Hetrick.

* *

The O'Gorman Twenty-five Cent Stores Co. which conducts a string of stores throughout Connecticut, has been incorporated in Rhode Island, with a capital of

\$100,000. The incorporators are John F. O'Gorman, Thomas A. O'Gorman, Jr., and C. O'Gorman.

* *

The Mayer China Co. has been incorporated in Pennsylvania, with a capital stock of \$5,000. Joseph Mayer is behind the establishment.

* *

American Kaolin Co., Boston, mining. Capital, \$50,000. Incorporators: Nathaniel Brooks, and Charles F. A. Smith, both of Boston, Mass.

* *

The National Twenty-five Cent Department Stores, a New York concern, will open a branch store at Allentown, Pa. about the middle of September.

* *

Rothschild Brothers, operators of a chain of stores carrying merchandise ranging in price from one to twenty-five cents, are arranging to open a store in St. Louis.

* *

The Central Stores Co., of Jersey City, has been incorporated to operate department stores. Capital, \$1,000,000. Incorporators: L. H. Gunther, S. A. Anderson, and J. R. Turner, Jersey City.

* *

The American Lamp Shade Co., of New York, has been incorporated with a capital of \$15,000 to manufacture and deal in lamps, lamp shades, etc. The in-

NEW LINES READY.

The new samples of

MARTIN,
ROYAL GUSTAFSBERG
and DRESDEN CHINA

are ready for the inspection of
the trade as well as the newest
production

KOSTA SWEDISH CRYSTAL.

J. H. VENON,

Sole Agent for North America.

43-51 W. Fourth Street, New York.
Cor. Washington Square.

corporators are Sigmund R. Weiss and Charles E. Unrath of 517 West 45th Street, and Harmon H. Kayton.

* *

A firm in Latin America wants as soon as possible catalogues and price lists from American manufacturers of flasks or glass jars for putting up sweets, fruits, etc., with self-sealing arrangements or to be closed with corks. The sizes preferred are one-half and one-quarter gallon. Address No. 5389 Care Daily Consular Reports, Washington, D. C.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

AN Art cut glass salesman wanted January 1, 1911, for choice western territory. Our line is popular-priced and well-established. Replies considered confidential. Address LAUREL CUT GLASS CO., Jermyn, Pa.



Royal Copenhagen
China

AND

Alumina
Earthenware.

Trade



Mark

ROYAL COPENHAGEN PORCELAIN CO.,

CHR. CLAUSON-KAAS,

25 West Broadway, New York.

SEE OUR NINE-INCH CUT GLASS BOWL
For \$3.00.

We guarantee rich deep cutting and high finish.

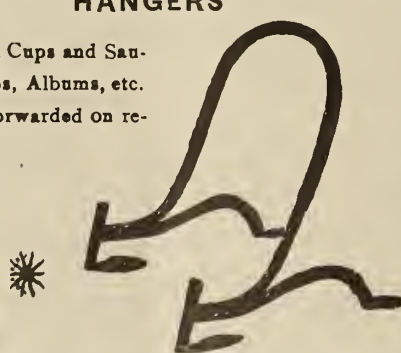
ALBERT R. MARRYATT,

32-34 Park Place, New York.

ESTABLISHED 1873.

BRASS EASELS AND PLACQUE
HANGERS

For Plates, Cups and Saucers,
Photos, Albums, etc.
Samples forwarded on request.



ABELS & CO., 460 West Broadway New York.

MANUFACTURERS

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS.)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER, MONTEREY.	W. T. Copeland & Son.
Flow Blue MEISSEN, Onion pattern	Ridgways.
Old Blue WILLOW,	"
The NAPLES WREATH	"
The BRIDAL WREATH Hotel	"
The GENEVA, Hotel,	"
The MILAN Hotel	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The BALMORAL,	"
The SANTOS, White and Gold,	"
The ST. MALO, Apple Green and Gold,	"
The SIMPLON,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL	"
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	Booths, Ltd.
The ALEXANDRA,	"
The MARQUIS	W. H. Grindley & Co.
The ATHENS, Cobalt and Gold	"
The HOFBURG, Flow Blue and Gold,	"
The ROSALIND, Green and Gold,	Samuel Ford & Co
The DEVONSHIRE,	"
Old BLUE CANTON China, Hong Kong.	"
Old BLUE FITZHUGH China, "	"
Green and Gold MEDALLION Canton China, Hong Kong	"
LACE BORDER and ROSETTE, Royal Worcester Porcelain Co	"
Green FESTOON,	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co
The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	"
The MONTEBELLO,	"
The SONDERBURG,	"
The NORMA,	"
The PRINCESS,	"
The AMSTEL	"
The ST. GEORGE, Gold Encrusted	"
The FRONTENAC,	"
The COUNTESS,	"
The MIRAMAR,	"
EMPIRE WREATH,	Porcelaines G D A China,
The CASTIGLIONE,	"
The MALABOR Hotel,	"
The BALUSTERE Hotel,	"
The CALVADOS, Encrusted Gold,	"
FONTAINEBLEAU,	"
BLEU DE FOUR, Encrusted Gold. The NAVARRE.	J. Pouyat
White and Gold Encrusted, the LORRAINE,	"
The ATHENA,	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The FULDA, Austrian China.	"
The MUNICH,	"
The INNSBRUCK,	"
The BARONIAL, White and Gold, Bavarian China.	"
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros
Royal Dresden BLUE ONION Porcelain Crossed Swords brand.	"
MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our ten lofts.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES McDUFFEE & STRATTON CO. BOSTON



NEW YORK, SEPT. 8, 1910.

THE CONDITION OF BUSINESS.



The holiday interfered very seriously **New York.** with business last week and this. All the exchanges were closed and as the majority of the mercantile houses followed suit, there was almost "nothing doing," Friday or Saturday; and of course nothing on Monday. Tuesday was exceedingly dull as almost everybody was late in reaching places of business. Reports from the various railroads show that the day was a record breaker in the matter of transportation. Hundreds of extra trains were installed, and were filled, both leaving and entering New York. With such conditions, it is not a marvel that there was little business up to the time of the closing of our report. From interior points matters were much in the same condition, and travelers found many buyers away from their accustomed places, and as a consequence, sales were meager.

Labor Day closes the summer season; schools open next week, and summer sojourners hurry home to get ready for the winter. In the natural nature of events business should improve from now on. How far the political situation will affect the crockery men remains to be seen. There is absolutely no reason why the trades this journal represents should be affected except in an indirect way. If other industries suffer, then of course crockery and glass must; and except that capital being timid will not enter new ventures, no good reason can be given for the depression in trade. That people have money is

evidenced by the untold millions spent during the last thirty days for absolutely nothing but pleasure. Probably 250,000 people went out of New York alone to spend Labor Day. At \$10 a head, which is an exceedingly low estimate, over two and a half million dollars went into the coffers of pleasure resort people. They certainly ought not to complain of dull trade. This is only one spot on the map, and when the various other places are considered, the amount spent is inconceivable. Of course, what went for the hotels and railroads did not go into the crockery and glass trade; more's the pity.

General conditions remain favorable throughout the country and the retail trade will now, undoubtedly, revive. As soon as retailers begin to move goods, the wholesalers will get more business. A week or two should show results. Special sales of china, glass, and lamps, are being widely advertised.



Orders with many of the glass **Pittsburgh and** manufacturers during the week just past have been somewhat **Vicinity.** "spotty." One mail was good and the next there was nothing at all. However, the total volume of orders is ahead of last year and manufacturers are keeping their plants, in the majority of instances, going full time. Collections are reported fair, but they could be more prompt. Salesmen are

doing well and have been forwarding some good business.

There has been a decided improvement
Trenton. in business here during the past week and all the manufacturers without exception report trade satisfactory. Salesmen are all reported as doing well and good orders are being received daily by mail. Specialties are moving briskly but the dinnerware commands the bulk of the business being booked.

There has been a slight improvement in orders with western pottery manufacturers during the past week, but there is still room for improvement. Business from the West has started to open better, while eastern buyers are showing more liberality. Collections are also reported slow; this condition being rather general. Manufacturers judge from the character of their new orders that buyers are very nearly out of stock.

AT PITTSBURGH.

CHARLES ELLIS, who has been in charge of the George H. Bowman display at the Colonial Annex, has closed and started through New York State. He will continue also through Eastern Pennsylvania. The display will again be opened here at the Colonial in November. Robert Wylie of the New York office, who has been assisting Mr. Ellis, has returned and will resume his territory in the New England States.

Robert Orr, of the china and glass department of the Joseph Horne stores, has returned from his vacation. His son, A. F. Orr, who is his assistant at Horne's, has started on an Eastern trip, where he will spend his summer holiday.

Thomas A. Neely, of the Boggs & Buhl store, has started on his vacation, and will spend most of his time on the Great Lakes in company with his family. "I want to get some nice lake breezes and then return to take care of a big fall business," declared Mr. Neely just before leaving.

W. H. Huber was in the District during the past week, being registered at the Hotel Henry.

W. W. Lang, of the Pittsburgh office of Kinney & Levan, has arranged to maintain a display in Wheeling during the West Virginia State fair, space being engaged in the McLure House, which will be in charge of F. R. Saunders. The display will be the largest this well known house ever made in the Wheeling District. Business with the Pittsburgh

office is keeping up in a highly pleasing manner, and the fact that goods are delivered so promptly has gone a long way toward building up a good local trade.

The Tower Manufacturing Co., of New York, did not have a display in Pittsburgh this season. It formerly had large space in the Century building.

S. Katsube, showing the Japanese lines of Mogi, Momonoi & Co., New York, was registered at the Colonial-Annex.

W. L. Brenn, who has charge of the housefurnishing, china and glass departments of the Glenn Co., stores, Penn and Highland avenues, has more than doubled the space in these departments, and business has increased accordingly.

C. A. Wridemann, representing George Borgfeldt & Co., New York, maintained a display at the Colonial-Annex during the past few days.

The Bawo & Dotter permanent Pittsburgh display has been opened in full by Frank Zollig. The tables and racks have been tastefully arranged and the largest import lines of this house are being shown here. The room is a well lighted one, and as a result the many lines are being shown to advantage. Business since the opening date has been very good.

HEAVY DAMAGES IN PATENT SUIT.

A very important decision was handed down in the United States District Court at Pittsburgh, on August 27th in the case of the Pressed Prism Plate Glass Co., of Morgantown, W. Va., against the Continuous Glass Press Co., of Dunbar, Pa. The contention of the former company was that the defendant was infringing on the Daniel C. Ripley and Frank L. C. Wadsworth patent for making prism glass. Judge R. W. Archbald, after considerable time spent in taking testimony, rendered a decision in favor of the Pressed Prism Plate Glass Co., for the \$43,192.36.

The text of the decision was, in part: "The patents being for a machine and a method (the product patent not having been sustained), the advantage or saving to the defendants is the measure in the first instance of that for which they are liable; and this, of course, depends on the quantity which they made. From May 1, 1904, to February 7, 1907, which covers the period of infringement, the defendants admittedly produced 90,308 square feet of pressed prism plate glass by the use of the patented process, 48,682 plain, and 41,626 re-inforced with wire. Of this, 57,591 was sold, 2,088 was in stock at the time of the hearing, the balance, 30,629, having been broken up, according to the defendants, and thrown on the cullet heap.

Among the Potteries

East and West

East Liverpool and Vicinity.

There has been some discussion recently among the pottery superintendents, of reviving the former pottery superintendants' association. The main object of the former was to exchange technical knowledge, and for the general improvement of the manufacturing end. Those who spent considerable time in the original organization will, it is said, be willing to take an active part in the new one, should the effort to revive it prove successful.

* *

Probably half a dozen new toilet and dinner shapes will be shown the trade by the pottery manufacturers of this District during the late months in the fall and in January. Modellers are very busy now, and while they will not say which firms will show the new shapes, they admit they are busier now than for several years. Some of the new dinner shapes will be plain, while others will be more or less on the fancy order. The toilet shapes will be somewhat different from anything heretofore offered in the District. Border treatments on dinnerware will predominate next season, so it is said; these decorations leaning toward the conventionals. The most recent treatments being offered for 1911 lines are of this character. These treatments will be shown in open stocks but they will not take the place of the good sellers now on the market, which have had such a wonderful run during the past months.

* *

Clarence Bauman, general sales-manager of the Globe Pottery Co., has been at his home several days, suffering from an attack of rheumatism.

* *

Buyers find the task an easy one when it comes to selecting their wants from the stocks and lines carried by the Homer Laughlin China Co. The reason is explained by the fact that this firm will ship a car of ware just as readily as it will pack and ship a dozen teas. Throughout the year the large buyers have not been slow in expressing their pleasure over the manner in which the Laughlin plant has made shipments. General lines have been moving quite readily with this firm. Sales appear to be equally distributed, and as many buyers want the goods they

are now ordering in a hurry, they find it advantageous to order the Laughlin lines.

* *

"We are having an exceptional heavy business now, and it appears that we will be able to run our plant to the limit until the end of the year," comments Charles C. Ashbaugh, secretary of the West End Pottery Co. This firm has had a remarkable business on dinnerware during the past four months, the highest priced patterns appearing to be moving the fastest. The factory has not lost a regular working day so far this year, with the possible exception of holidays.

* *

The bulk of the business being received by the Warner-Keffer China Co. is for immediate shipment. Fred Kline, who is traveling the East for this firm has been booking a considerable business, while H. A. Keffer has been successful in the West.

* *

Manufacturing potters throughout the East and West are very much interested in the fight now being waged against the proposition to have the freight rates increased. Several years ago, the pottery manufacturers, had trouble along this line, and after some good work on the part of a few manufacturers relief was obtained along certain lines. The western associations and merchants organizations, both singly and collectively, are strenuously opposing any increase in present tariffs.

* *

"We are going to get a better business from the western States within a very short time," said one local manufacturer. He explained that all manufacturers would, for the eastern banking houses had started to send a golden stream of money into the western States for the movement of crops, and that as soon as this got in circulation the several lines of trade would be generally benefited with new business.

* *

The Banquet dinner shape of the Potters' Co-Operative Co., continues to be very a popular seller with the department store buyers. At the same time these buyers have taken kindly to the new covered jug of this plant which is being made in two sizes, and the orders for these "twins" are far heavier than the firm

anticipated. C. L. Hartt, head of the commercial department has applied for a patent upon an envelope feeder attached to typewriters. He will go West on his vacation within a fortnight.

* *

The Colonial Pottery Co., has started to work on a number of new dinnerware treatments for 1911. These are of a more elaborate character than this firm has ever before shown.

* *

Pottery manufacturers have received word from their West Virginia salesmen of the formation of the Quality Shop Co., of Clarksburg, W. Va., which will operate a general store and is expected to carry a complete line of domestic pottery. John J. Elwood is said to be at the head of the new concern.

* *

Announcement is made by the Taylor, Smith & Taylor Pottery Co., that it will present a new dinner shape for 1911 buyers, and that it is hoped to have it completed and on the sample room tables probably in December. This will be a fancy shape, and will be completed by the modellers of this firm within a short while.

* *

One of the most popular treatments on the dinnerware that has been shown so far this season is that known as the El Dorado, shown on the Princess shape of the Smith-Phillips China Co. Department store buyers have ordered this open stock pattern with more liberality than could be expected for a new proposition, and some of those stores that have received their first shipments have sent in larger orders with instructions to ship as early as possible.

* *

When the manufacturing potters see their way clear to carry their best selling open stock dinner treatments in stock, and in a sufficient quantity to fill any fair-sized order, they will have overcome an objection that buyers have long argued against. There are several pottery firms who are carrying some fast selling specialties in stock, and as a result they are shipping the orders almost as soon as they are received. When fast selling open stock dinnerware is kept in stock, then happy times will result.

* *

A burglar entered the home of Cornelius Cronin, a wealthy pottery manufacturer of this place, and stole several suits of clothes, in one of which was a valuable formula for mixing clay. The process explained in the formula stolen is in use by Mr. Cronin in a number of the potteries he is interested in.

* *

The Edwin M. Knowles China Co., creators of the covered jug in this District over a year ago, are now making the jug in five sizes, and business is heavy for the entire line. It is intimated that this firm sells several hundred thousand covered jugs annually, and they are making all that their capacity will permit. Orders for dinnerware with this firm are far

ahead of last season at this time, and indications are that the last four months of this year will be exceptionally busy ones. Thomas B. Anderson, general manager of the company, has been spending his vacation season with his family at Port Carling, Ontario, Canada.

✕

Subscriptions for stock in the **Wheeling W. Va.** new company which plans to buy and operate the former La Belte plant of the Wheeling Potteries Co., are coming in rather favorably, and indications this week are that the new company will be formed and will take over the property October 1st. Mr. Jackson, formerly in the pottery business at Syracuse, N. Y., is to be interested in the new concern, and it is said that besides hotel china, a fine line of domestic china dinnerware will be made.

✕

"Probably the chief reason why American pottery clays are not more used," said Ambrose G. Dale, general manager of the International Pottery, "is that freight rates are high. English and American ball clays are about equal in cost by the time they are delivered. On the English clay the transportation rate is included in the price. The American ball clay is mined in Kentucky and Tennessee, and the freight rate to Trenton is \$5.50 per ton. This rate is proportionately very high in comparison with the ocean rate, and it makes the American clay as costly as the English. Many of the western manufacturers use the American clay because they are much nearer to the place of production. Local manufacturers are so accustomed to the use of English clay that they are not likely to use something that costs as much. Florida clay is brought to Savannah by rail, thence by water to Philadelphia, and by rail to Trenton. The cost of transportation is \$4.50 per ton, despite the fact that so much of the distance is covered by the water route. So there is not much inducement to use that, either.

* *

When it comes to quality the English is considered superior to American clay. It burns whiter and does not crack so easily while wet."

*

Charles Howell Cook, president of the Cook Pottery Co., is highly in favor of a plan for the auditing of freight bills, that would relieve large shippers from accidental overcharges. This would benefit local manufacturers and their patrons. The manufacturers sometimes pay freight on larger quantities of raw material than they receive, because of errors that could be easily corrected under the system of auditing.

* *

"It sometimes happens," recently observed Charles P. Lawshe, general manager of the Trent Tile Co., "that the demand for a thing is not so great in the place where it is produced as in distant markets.

This is true of the use of tiles for exteriors of buildings. It has been common in foreign countries for years. Its increase in the United States is chiefly in places that are hundreds of miles away from the tile plants. Tiles make a very durable exterior. They can be arranged in ornamental style, adding much to the beauty of a structure. They are more lasting than stucco work to the weather.

* *

The annual outing of the employes of the Keystone Pottery Co., plant took place Saturday afternoon at the Inter-State Fair Grounds and despite the inclement weather was a distinct success.

* *

Former Mayor Harry E. Barlow of Wilbur, superintendent of the Mercer Pottery, has gone to the Pocono mountains, where he will remain until October, for the end of the hay-fever season.

* *

Concerning the time and place for holding the general wage conference between the National Brotherhood of Operative Potters and the Sanitary Potters' Association, the whole affair is now up to the manufacturers. It appears that the Brotherhood officials are ready any time to go into conference, and are only awaiting word from the manufacturers. That the general sanitary wage conference this season will be held in the East and most likely in Trenton, there is not the least question.

At this writing those who will compose this wage conference are John Maddock, James E. Dorety, and Harry S. Maddock, representing the manufacturers; Charles Fulton, John Randolph and George M. Martin, representing the Brotherhood.

* *

Plans have been completed whereby the Belle Meade Sweets Co., of which Harry P. Muirhead of New York City is the president, will remain in this city and will have erected a nine-story building for the manufacture of its product. The building is to be of cement, glass and red brick, 400 by 150 feet.

THE CONVENTION AT CINCINNATI.

THE three days' convention of the National Association of independent five- and ten-cent store owners and managers which has been in session at the Bernet House here closed September 7th.

An interesting feature of the meeting was the displays maintained by about fifty manufacturers and jobbers who do an extensive business with these dealers. Among the exhibitors were the United States Glass Co., Lancaster (O.) Glass Co., Imperial Glass Co., Bellaire, O. Tarentum Glass Co., Tarentum, Pa., Westmoreland Glass Specialty Co., Grapeville, Pa., Economy Tumbler Co., Morgantown, W. Va., J. W. McCoy Pottery Co., Rosenville, O., Rans-

bottom Pottery Co., Ironspot, O., A. L. Tuska Sons Co., New York, Kurt Lutz, (china), and A. J. Brech (china.)

This is the first time the independent five- and ten-cent store owners have met in convention, and their sessions were successful in every particular.

It was suggested during the meeting by some of the dealers that it would be a good plan to have a meeting in Pittsburgh during the annual china and glass exhibit, and it may be that a special convention will be arranged for that time.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- C I Smith, with Reid & Hughes, t, Norwich, Conn. 75 Spring.
- M H Hudson, with Dey Bros & Co, c, Syracuse, N Y. 31 Union square.
- G J Wallace, with Scott Griggs Co, hf. Cleveland, O. 43 Leonard.
- A S Heller, with A Lisner, t, s, Washington, D C. Aeritage.
- E M Beard, with Chandler & Co, hf, Boston, Mass. Imperial.
- A P Spangler, with Bush & Bull, hf, c, Easton, Pa. Grand.
- J W Kelly, with Gilchrist Co, c Boston, Mass. 55 White.
- J H Lanham, of J H Lanham & Sons, Co, hf, Rome, Ga. 434 Broadway.
- J G Toeller, with Wm Doerflinger Co, hf, t, c, La Crosse, Wis. Grand.
- Harry E Claus, with Duffy-McInnerney Co, t, hf, Rochester, N Y. 45 E 19th.
- A Kallman, with England Bros, hf, t, c, Pittsfield, Mass. 75 Spring.
- Miss M Lesenhuber, with J N Adam & Co, s, Buffalo, N Y. 214 Church.
- W E Goodman, with M O'Neil & Co, hf, s, Akron, Ohio. 2 Walker.
- W C Garrison, with Berwick Store Co, c, g, Berwick, Pa. Breslin.
- Miss N S Aker, with Stewart & Co, s, Baltimore, Md. 214 Church.
- W C Brown, with Erie Dry Goods Co, c, Erie, Pa. Park Ave. Hotel.
- John G Rogers, of R Rogers & Sons, c, Frankfort, Ky.
- C E Banks, of Banks Bros, o, g, Chambersburg, Pa. Grand Union.
- A G Banks of Banks Bros, Middletown, Pa. Grand Union.
- W C Anderson, Hunter, Tupper Co. c, Syracuse, N Y.
- R A Cavanaugh, c, Washington, D C.

The Bourbon (Ind.) Mercantile Co. has incorporated to do a general merchandise business.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 8, 1910.

A BIG CONVENTION PROPOSED.

IN view of the condition of business, Albegt Ullman, of the firm of J. H. Sulzbacher & Co., bankers and brokers, of this city, has written an article in which he proposes a general mercantile and financial convention which shall be held with a view to ascertaining the reason of business depressions and, if possible, to find the means for preventing recurring panics. It is a very large undertaking, but undoubtedly much good could be accomplished if the merchant princes and financiers could get together.

Quoting from his letter he says: "From various and varied sources emanates the message that the cure required by the financial and commercial interests at present is a rest cure. Whether one explores the realms of pig iron or the field of hosiery and underwear, the remedy is the same. Overproduction is the cause, say the dealers in pig iron; unprofitable consequences constitute the complaint of the hosiery people. "Trade conditions are not good," is the announcement of the president of the National Association of Hosiery and Underware Manufacturers, 'and it will pay the manufacturer much better to close down his mill for a thirty-day period rather than take business at a loss.'

The vital point is to ascertain why this wonderful blessed country needs so many rest-cures. It would seem necessary that something in the direction of a closer study of the trouble would be in order. We have medical conventions, fraternal conventions, religious conventions, political conventions and others without number. It certainly would seem expedient

to have a new kind of convention, one composed of delegates from commercial boards, from farming interests, from railroad companies and banking associations gathered together to discuss our economic situation and to promulgate those essential truths that will enable our vast community to reap the benefits that Providence intended this fair land to enjoy without the intervention every few years of a rest cure."

PERSONAL.

THE crockery men attend so strictly to business during business hours that they know very little of each other except as pertains to trade or commerce. Once in a while, however, a glimpse of the inner man is revealed. Here is a sample from Julius F. Palme. Whoever expected a busy man like him to break out in verse? He sent us a picture postal from West Point, where perhaps the air gave him inspiration to write:

"Cups that are oval, cups that are round,
Cups that are broken, cups that are sound;
China and all that other rot
Here in the country worry us not."

Charles Hartford, New England representative of the Jefferson Glass Co., stopped in this office Tuesday of this week. He stated that the suggestion in the JOURNAL of last week, that the entire trade agree not to travel in August, met with his most hearty approval. He reports that mail orders are coming in very well to him.

A. B. Levan, of Kinney & Levan, Cleveland, O., sailed from New York Tuesday for England, and from there will complete his usual trip through Germany, France and other European countries.

William H. Rockwell, for years connected with the management of the R. A. Rockwell crockery store in Atlanta, Ga., has engaged in the wholesale hotel, bar and fountain supply business.

Richard Gray, a popular potter of East Liverpool, O., who was reported to have been killed by a railroad train in Kansas City, turned up in the pottery center very much alive. Like the late Mark Twain, he says that his health is not such as to raise the hopes of an undertaker.

Fred Reimer, with Chas. L. Dwenger, came home on Saturday from his European trip. He was more than delighted.

Henry Creange came home from Europe as per schedule. He says that he found business only fairly good in the Limoges factories, but despite reports to

the contrary, there was more business than there was last year. Bearing out this assertion, the reports of imports of French china for the year ending June 30th, published in our issue of August 25th, show a gain of nearly \$400,000 for the year.



Robert S. Plowman, the old time glass salesman, has become associated with Frederick Skelton to canvas the Metropolitan district.



George N. Blust, manager of the New York office of the Pittsburgh Lamp, Brass and Glass Co., sustained a painful accident while boating during the recent holidays. After beaching the boat he was in, Mr. Blust in attempting to reach terra firma slipped and fell, his left hand coming in violent contact with some rusty nails which nearly went through his hand. The latter is now swathed in bandages.



George L. Wehr, with the Phoenix Glass Co., Monaca, Pa., is making one of his regular visits to New York this week, and will go from here to Atlantic City to meet other manufacturers in a conference with the glass cutters. The session will be held in the Marlborough-Blenheim Hotel.



W. C. Brown, crockery buyer for the Erie Dry Goods Co., Erie, Pa., was in town this week, and reports that their September business has started out unusually well. He registered at the Park Avenue Hotel, but expects to leave Friday night for home.



J. C. Fisher, with Fondeville & Van Iderstine, will leave for New England early next week to show the new Paroutaud china.



H. J. Smith, New England representative of Cox & Lafferty, will take, in addition to his regular territory, part of Pennsylvania. He was in New York this week, getting up his samples, and expects to be in Scranton on Monday.



Michael Donohue, of Gill & Co., Philadelphia, is a candidate for Congress the Fifth District of his city. He is the regular nominee on the Democratic ticket and is endorsed by two or three Independent tickets. Mr. Donohue is a bright, intelligent and very witty man who has made a great many friends in his neighborhood.



J. C. Jonas, who for the past two months has been associated with his brother in the china and glass business, traveling out of Terre Haute, Ind., is once more associated with the Warwick China Co., of Wheeling, W. Va., and next Monday will start on his old western territory, opening at the Palmer House in Chicago. Mr. Jonas has been doing well as a manufacturers' representative, but the pleasures of the road and especially when he is out with the Warwick line so appealed to him that he is back in harness

again. S. E. Bryson, who has been covering this territory is no longer associated with the Warwick interests.



Chas. Weiss of Wm. Guerin & Co., has been enjoying the past few weeks up in the Adirondacks. He is expected back at headquarters again next week.



Louis Brody, the Philadelphia jobber came up from the Quaker City, Tuesday to place a few orders with the District houses.



E. Torlotting, agent for the St. Louis Crystal Glass Co., Munzthal - St. Louis, Lorraine, landed Saturday from La Provence. The steamer was delayed by a strike of the coal handlers at Havre and had to put into Southampton for coal. Mr. Torlotting put in two months of hard work at his factory on the new samples which will shortly arrive.



Mr. Weathers of Weathers & Perry, Raleigh, N. C., departed for home Tuesday noon, after a ten days session with the china and glass salesmen in the District.



Geo. Kefauver, buyer for the Reynolds store in Troy, N. Y., began buying china and glass in the District Tuesday. Mr. Kefauver was formerly with Abraham & Straus, Brooklyn, and is no stranger to the District men.



Victor Levoyer returned Friday from Philadelphia where his headquarters on his recent blank selling trip was located. He reports an extremely successful trip.



Hugo H. Freudenfels is no longer a commuter, having given up his headquarters at Far Rockaway. He is rather luke-warm about commuting now, the long journeys each day in the cars being the principal objection.



William T. Lynch, ("Billy") of Taylor, Smith & Taylor, packed his trunks last Friday and left for East Liverpool after a successful stay in New York.



Jno. V. Storck, who sells the Val St. Lambert glass for B. Gunthel, will make the big towns between Boston and Omaha, September 10th to October 12th.



Lindsley Haviland of Haviland & Abbot departs next Monday on a selling tour through Baltimore, Washington and the West. Fred Hoth also starts Monday for his regular round of the New Englanders.



H. R. Shirley, who has been on a two weeks vacation, came back to New York this week to prepare his samples for the road. He starts on Saturday night with a large line of Maddock & Miller's wares,

will open in Pittsburgh on Monday, and from there proceed west to the Pacific coast.



A. Gredelue expects to start on his regular western trip in about ten days.



Leonard Rouquart, manager of the Ceramic Importing Co., returned last week from an extended visit to his factory at Limoges during which time he superintended the designs and moldings of the coming season's new samples. He reports conditions on the other side as a little dull.



Miss Mollie Eisenhower, daughter of the late John Eisenhower, Baltimore, came into the District Tuesday to buy china and glass.



John T. Buckley, Frankfort, Ky., was a big surprise to the District men this week. This is Mr. Buckley's first visit in several years. He is buying china, glass and lamps.



G. H. Miller left for a western trip Tuesday, with specialties from Fensterer & Ruhe. J. Bieber is returning from Europe on the President Grant, due next Wednesday.



R. A. Near, of Higgins & Seiter, returned September 6th from his vacation, spent in Lynncroft, N. J.



J. H. Young, formerly with Higgins & Seiter, has engaged to travel for Edw. Boote.



C. H. Bauman, treasurer and manager of the Globe Pottery Co., E. Liverpool, O., arrived in the District this (Thursday) morning with new samples for his agent, E. L. Bates.



R. B. Reineck, of the Wright Rich Cut Glass Co., of Anderson, Ind., returned to New York last week, from his regular Southwestern trip, after being out two months.

COMING EVENTS.

TRAVELING salesmen are often annoyed to find a fair in progress in some city they propose to canvass, and of which they have had no notice. We propose to publish a list of these fairs so that salesmen may avoid such towns on the dates that these festivities are held. The following are already scheduled:

The annual convention of the Royal Arch Masons for the Sixteenth district will be held in Geneva, N. Y.

The First Cavalry will hold a reunion in Thomas-ton, Me. on September 14th and 15th. The Twelfth Cavalry of old orchard and the Fifteenth Cavalry at Bangor will hold reunions at the same time.

The seventeenth annual fair of the Newark (N. Y.) Fair Association is to be held in that city on September 14th, 15th, 16th and 17th.

The Gillespe County Fair Association is to hold its twenty-fifth annual fair in Fredericksburgh, Tex. on September 14th, 15th and 16th.

The Rescue mission workers are to hold a convention in Allentown, Pa., on September 15th, 16th, 17th and 18th.

The twenty-fifth annual convention of the Bradford County Woman's Christian Temperance Union will be held in the Baptist Church in Sayre, Pa. on September 15th and 16th.

The convention of the Associated Councils of the Royal Arcanum will be held in the Masonic Hall, Scranton, Pa. on September 17th.

The North Knoc Agricultural and Horticultural Society will hold its annual fair and races at its grounds in Union, Me., on September 20th, 21st and 22nd.

The Rising Star Club is to hold a fair at Randolph, Mass. on September 20th, 21st and 22nd.

The Allentown fair will take place September 20th, 21st, 22nd and 23rd.

Edward S. R. Haynie, secretary of the National Rural Letter Carrier's Association has announced that the next convention of the association is to be held in Little Rock, Ark. on September 20th, 21st, 22nd and 23rd.

Convention of Iowa Association of Presidential Postmasters, at Fort Dodge, Sept. 21st, 22nd, 23rd.

Convention State Humane Association, Pasadena, Cal. on Sept 19, 20, 21, 22nd.

Firemen's Muster, at North Brookfield, Mass. on Sept. 24th.

Madison County Fair, at Brookfield, N. Y., Sept. 19, 20, 21, 22nd.

Fair at Carmichaels, Pa. Sept. 20th to 23rd.

Tennessee State Fair, at Nashville, Tenn., September 19th to 24th.

Gray County Fair, Cimarron, Kan., Sept. 29th and 30th.

Fair at Gresham, Ore., Sept. 29th and 30th, and Oct. 1st and 2nd.

Spencer County Fair, Chrisney, Ind. Sept. 19, 20, 21, 22, 23rd.

State Fair Race meeting, Milwaukee, Wis., Sept. 12, 13, 14, 15 and 16.

The State convention of the Haymakers is to be held in Cohoes, N. Y. on September 24th.

Eaton county fair is to be held at Charlotte, Mich. on September 27th, 28th, 29th and 30th.

The North Hampton (N. H.) grange will hold its fair the first week in October.

The Missouri State Fair is to be held in Sedalia, Mo. on October 1st, 2nd, 3rd, 4th, 5th, 6th and 7th.

The annual convention of the National Association of Commercial Executives will be held in Grand Rapids, Mich. in October.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
September 6, 1910.

ANTWERP		
248	packages glassware.....	B Gunthel
2	" "	Graham & Zenger
5	" "	Bawo & Dotter
19	" "	C J Dierckx
20	" "	O Goetz
61	" "	L Straus & Sons
112	" "	Strobel & Wilken Co
925	" "	Miscellaneous Orders
318	chinaware.....	Theodore Haviland & Co
43	" "	Vogt & Dose
35	" "	C E Wheelock & Co
17	" "	Miscellaneous Orders
47	earthenware	G F Bassett & Co
41	" "	O Goetz
126	" "	C B Rouss
16	" "	L D Bloch & Co
51	" "	L Straus & Sons
8	" "	H Kupper
24	" "	Koscherak Bros
350	" "	Geo Borgfeldt & Co
162	" "	Bawo & Dotter
3	" "	F Bing & Co
37	" "	E R Thielcr
16	" "	F W Woolworth
89	" "	Strobel & Wilken Co
159	" "	Miscellaneous Orders
458	toys.....	B Ilfelder
24	" "	L H Mace & Co
18	" "	F W Woolworth
10	" "	Bawo & Dotter
112	" "	C B R uss
65	" "	G W Travers
79	" "	Samstag & Hilder Bros
412	" "	Strobel & Wilken Co
941	" "	Miscellaneous Orders

BREMEN		
3	packages glassware.....	Samstag & Hilder Bros
116	" "	Strobel & Wilken Co
55	" "	Miscellaneous Orders
143	" earthenware	Strobel & Wilken Co
30	" "	Geo Borgfeldt & Co
2	" "	Miscellaneous Orders
2	" toys.....	Geo Borgfeldt & Co
62	" "	Strobel & Wilken Co

COPENHAGEN		
16 packages glassware	.....	Fensterer & Ruhe
5 " "	.....	Geo Borgfeldt & Co
48 " "	.....	Miscellaneous Orders
67 " earthenware	.....	Geo Borgfeldt & Co
28 " "	.....	Bawo & Dotter
1,014 " toys	.....	Geo Borgfeldt & Co

		HAVRE	
9	packages chinaware.....	Bawo & Dotter	
39	" "	J Pouyat Co	
55	" "	H Kupper	
49	" "	H R Churchill	
51	" "	L Straus & Sons	
16	" "	Fondeville & Van Iderstine	
23	" "	J H Venon	
1	" "	Geo Borgfeldt & Co	
5	" "	Bawo & Dotter	
25	" "	Miscellaneous Orders	

ROTTERDAM	
75 packages earthenware.....	Bawo & Dotter
80 " "	L D Bloch & Co
40 " "	L Straus & Sons
8 " "	Lazarus & Rosenfeld
7 " "	Miscellaneous Orders
6 " toys.....	F A O Schwartz
57 " "	Samstag & Hilder Bros
1 " "	Lazarus & Rosenfeld
285 " "	Geo Borgfeldt & Co
186 " "	B Ilfelder & Co
43 " "	Miscellaneous Orders

GLASGOW

4 packages earthenware..... W S Pitcairn

HAMBURG

65	packages glassware.....	Fensterer & Ruhe
64	"	L Straus & Sons
67	"	Eimer & Amend
58	"	Geo Borgfeldt & Co
30	"	L D Bloch & Co
10	"	M Kirschberger
21	"	N Wapler
11	"	J H Venon
11	"	Lazarus & Rosenfeld
80	"	Kmy-Scheerer Co
9	"	W R Noe & Sons
70	"	Strobel & Wilken Co
858	"	Miscellaneous Orders
2	earthenware.....	Geo Borgfeldt & Co
11	"	J Palme
67	"	Lazarus & Rosenfeld
75	"	O Goetz
34	"	H Kupper
20	"	Karl Hutter
16	"	L Straus & Sons
14	"	E R Theiler
92	"	Strobel & Wilken Co
214	"	Miscellaneous Orders
27	chinaware.....	Bawo & Dotter
30	"	C E Wheelock & Co
108	toys.....	B Illfelder & Co
91	"	F A O Schwartz
113	"	Knauth, Nachod & Kuhne
27	"	Samstag & Hilder Bros
19	"	G W Travers
287	"	Strobel & Wilken Co
115	"	Miscellaneous Orders

LONDON

15	packages toys.....	Geo Borgfeldt & Co
47	" "	Strobel & Wilken Co
139	" "	Miscellaneous Orders

LIVERPOOL

4	packages earthenware.....	The Rowland & Marsellus Co
17	" "	Froeber & Vollrath
16	" "	Meakin & Ridgway
12	" "	E Boote
4	" "	W S Pitcairn
15	" "	H C Edmiston
9	" "	George Hamilton
8	" "	W H Plummer
20	" "	Maddock & Miller
12	" "	Ed Butler
10	" "	R Slimmon & Co
8	" "	J Wygand & Co
8	" "	Strobel & Wilken Co
20	" "	Miscellaneous Orders
27	" toys....	Strobel & Wilken Co

SOUTHAMPTON

349	packages chinaware.....	Haviland & Co
12	" "	L D Bloch & Co
18	" "	Wm Guerin & Co
5	" "	Bawo & Dotter
49	" "	Miscellaneous Orders
1	" toys.....	Geo Borgfeldt & Co
15	" "	Miscellaneous Orders

FIUME

52	packages glassware.....	L Straus & Sons
34	" "	F W Woolworth
5	" "	Julius Palme
10	" "	Koscherak Bros

IMPORTS AT PORT OF BOSTON.

ROTTERDAM

8	packages earthenware.....	R F Downing & Co
7	" "	A W Chesterton
6	" "	Lazarus & Rosenfeld
69	" "	Miscellaneous Orders

LIVERPOOL

5 packages earthenware.....	Jones, McDuffee & Stratton Co
29 " "	Mitchell Woodbury & Co
4 " "	F H Griffin
5 " "	American Express Co
4 " "	E Boote
3 " "	Miscellaneous Orders

AT BOSTON.

NOW is the time for that long predicted "boom" to start working in china and glass circles. The ensuing few months are the real ones of the year and if half of the good things mentioned by some of the boys will materialize, it will mean much to the industry. Local wholesale business, both with resident offices and incoming travelers, has shown a decided spurt during the past ten days, and this is looked upon as advance notice of the "boom." And if it is true that the retail distributors are operating with a very scant stock, as is alleged by a number of the trade, then there is all the more reason for a very active Fall season.

Charles Lyons, glass buyer for the Dorses Co., Providence, R. I., was a visitor to the Boston market last week.

It is learned that the crockery, china and glass department of the Jordan Marsh Co., will be removed to their new building, Bedford and Avon streets, soon after the Christmas holidays, and will probably be located on the fourth floor. S. M. Averill, lamp buyer, has returned from Europe.

Charles Kaiser, representing Morimura Bros., New York, closed his line at the Boston sample rooms last Saturday, leaving for Philadelphia, where he will exhibit at the Bingham House, September 5th to 24th. Anent Boston business, Mr. Kaiser remarked: "Trade on this trip has been very satisfactory indeed. A line of goods that received marked attention, was our dinner sets in European patterns. Buyers were loud in their praise of these and we will no doubt total a tremendous volume of business on these this season."

W. B. Neil of Rochester, N. H. was a recent visitor here.

M. J. Ryan, glass buyer for the Bon Marche Co., Lowell, left some requisitions with the local group lately.

R. H. White Co. are running their "famous fall opening sale of cut glass" according to the cards that buyer Hamblin displayed.

T. J. O'Connor, cut glass and china buyer for A. Stowell & Co., Inc., is away enjoying a few weeks of

well earned rest. Mr. O'Connor, recently returned from a European buying journey. A. U. Reaves, assistant to Mr. O'Connell, has returned from his vacation.

E. C. Farrington, Shepard-Norwell Co.'s glass buyer, has returned from a New York trip.

Solomon P. Stratton, treasurer of Jones McDuffee & Stratton Co., is in Europe.

A number of our wholesale glass men were seen enjoying the races at Readville this week. You can't beat them for good fellowship.

George Richardson, of Clark, Sawyer & Co., Worcester, was inspecting some Boston lines recently.

Paul M. Phillips, representing the jardiniere line of S. A. Weller, Zanesville, O., is now comfortably settled at his new Dorchester home, where his bride reigns.

John Tucker, glass buyer for Reed & Hughes, Providence, R. I., was with us last week on a purchasing trip, as was also Frank Warren of P. B. Magrane, Lynn.

Hattori & Nishouri, the recently established but rapidly growing Japanese house, report a continuous demand for their staple lines. V. W. Rushbrook, their well known road man, attests a splendid trade on their tea sets and other specialties.

E. J. Tucker, minister plenipotentiary for Chase & Francis, is traveling through northern New England and is sending in some good sized orders to speak for his aggressiveness. Joe Pindar, pilot of the Boston office, hied away to the White Mountains over Labor Day.

Out of town buyers recently in town were J. E. Bostock, owning the crockery store bearing his name at Taunton, Mass., Mr. Ellis of Almy, Bigelow & Washburn, Salem, and Mr. Dickenson of Tilden & Thaber, Providence, R. I.

More travelers displayed their lines last week, as follows: A. C. Haines of C. Dorflinger & Sons, New York, who after visiting Maine and Vermont will travel through the West; Jerry Bryce and Kirk Brice, of Bryce Bros. Co., Mt. Pleasant, Pa., W. L. Hearst of the Pickard China Co., Chicago, and W. O. Tuckerman of Bradley & Hubbard Mfg. Co., makers of gas and electric portables, Meriden, Conn.

R. W. Fiske of the Consolidated Lamp and Glass Co., Pittsburgh, opens his display here September 11th for a week.

The New York Crocery and Glass District.

W. S. Pitcairn has received his new line from Doulton's and is calling particular attention to the gypsy scenes as depicted on various useful and ornamental pieces of ware. It is always expected that good things will come from this plant, but the firm have outdone themselves this time; and the dealer who fails to have some of them in stock will miss it. Aside from this, there are many other delightful things and it is a treat to wander through the ware room and see what can be produced by the potter's art.

Cox & Lafferty, are anxious to have all the trade see the new La Rochelle pattern, made by the Imperial Glass Company. They are showing a new square salad bowl in this line, that is the best piece of American pressed glassware, possible to produce, and could only be better if it was really cut glass. It will pay the buyer who is looking for new goods, to see this complete line, as handsome profits are possible, handling it.

George F. Bassett & Co. are placing on the market a new shape which is distinctive in every respect. It is a plain shape, and is a fine piece of modelling. From whatever point of view it is seen the lines are graceful and unlike anything else ever made in dinnerware. The pattern is appropriate and it is expected that it will take with the trade. It certainly ought to, as it is a really new thing. It is made in Burleigh ware.

On Tuesday, the fixtures, counters, etc. in the store formerly occupied by Edward Rorke & Co., were moved out, thus ending the career of what was, at one time, one of the most popular and progressive jobbing houses in New York City. There is something sad in the wiping out of such a concern.

Robt. Slimmon & Co. have just received from the Upper Hanley Pottery Co. a great many new things, among them a plain shape which will be known as the "Leaf Shape" with various decorations running from plain print to elaborately illuminated colors. The pattern is neat and modern. There is another flow blue, very rich in color and handsomely

illuminated. The design is a modification of an antique and practically is new. There are several new borders in different colors with different treatments of gold, some being heavy and some light. There is also a fine line of fern and flower pots very tastefully decorated in different colors. There is also a new shape in toilet ware in a variety of decorations. Taken all together, it is one of the best displays that this pottery has ever sent to this country.

A. C. Hirsch, New York manager of the Fostoria Glass Co.'s silver deposit office at 350 Broadway, reports that the fall line is now ready, and that he has a complete assortment on display. The line has been thoroughly overhauled and contains many novelties and staples that can easily be called beautiful. There are many new patterns in plain and rich designs. One of the leaders which has become instantly popular is a croton set, consisting of a large tankard and a glass to match. This set is about as moderately priced as can be found in the District. An important point about this silver deposit line is that the buyer is assured of receiving uniform goods, inasmuch as the Fostoria company manufactures its own glass. The line is well worth investigation.

The new dinnerware samples have been coming along pretty rapidly at the Art China Import Co.'s salesroom, and look very superior in both shape and finish. One very attractive set is made in an octagon shape which is quite novel and dainty. The decorations of the new dinnerware are white and gold, with or without monograms. The samples of "Palatin" have all arrived and contain a great many new shapes well worth seeing.

The Pittsburgh Lamp, Brass and Glass Co. has surpassed itself this season in its line of gas and electric portables fitted with cathedral art glass shades. Manager George N. Blust, of the New York office, has reason to be very enthusiastic about the line, which for design, workmanship and range of selection surpasses anything heretofore attempted by this well known firm. There are about three dozen numbers in the assortment on view, and they include low,

popular, medium and high priced fixtures. The firms new line of lighting glassware is also particularly good. The showing is very large and includes many striking designs. Worthy of special mention is the lines of electric balls in crystal, iced and emerald leaf designs. There is also several other colors and opalescent effects. There is quite a variety in melon spread patterns, differently colored.

The Royal Copenhagen Porcelain, together with their Alumina ware have each received the Grand Prix at the Brussels Exposition. The Danish people are alert to the value of the Copenhagen works, and are now trying to bring the notice of the American public to the wares made in that country. To that end a corporation called the Danish-American Co. has been formed and have hired premises uptown, where they are exhibiting the art wares of Denmark. Prominent among these exhibits will be samples of Royal Copenhagen china. The fact that these goods will be exhibited there has given rise to a report that Chr. Clauson-Kass was to open a retail store. Nothing is farther from his thoughts he is simply taking advantage of the exhibit of art wares made in this country to show his china.

Koscherak Bros., are showing one of the largest and finest lines of salad and chocolate sets ever seen in this country. About fifty different shapes and decors are shown in the salads, tapering gradually from the finer quality to the cheaper ones. The decors are mostly of a floral nature and present a revelation in delicate colorings and fine detail work perfectly harmonized and balanced. The chocolate sets, which have also just arrived, offer a similar extensive choice in decors and quality. The Koscherak showroom is virtually an art salon in which china is used instead of canvass.

W. J. Peterson, general manager of J. Morgan & Son's factory and inventor of "Modern Stained Glass," has completed work on a new gas portable that is unlike anything on the market. The fixture is medium size and is fitted with a regular inverted Welsbach mantle. There has been quite a need in the trade for a fixture of this character similar to the small electric desk and table lamp in vogue now. An advantageous feature in it is that the ordinary two and a quarter inch shades can be used. This innovation in lighting fixtures will be on display at the Morgan salesrooms by the first of next week, and preparations are being made at the factory to handle the large business expected so that there will be no delay in shipments.

There are very few retailers in business who do not make a special effort around the holidays to display their goods to the best possible advantage. This is generally the time of the year when the store is completely overhauled, new fixtures installed, and

fixed up as attractively as possible. When the dealer is making his changes this year, it would be a good thing if he would keep Abels & Co. in mind. And when he is ready to commence "fixing things up" he will find that their line of plaque hangers and plate easels will do wonders in the way of artistic display.

There has been more activity than ever among the manufacturers of lighting glassware to produce something both novel, artistic, and practical in the way of giving light, and the showings of the salesrooms in the District gives evidence that there has never been so many articles on the market before. One of the firms which has surpassed itself in the way of design, shape and utility of its glassware is the Consolidated Lamp and Glass Co. The line has so many striking features that it is impossible to enumerate or go into detail. It can be said, however, that there are shades for every conceivable purpose, plain cut and decorated. Visiting buyers can spend a very profitable half hour with Manager Dougherty who is always ready to go into details.

Davis Collamore & Co., the big china glass and bric-a-brac store at Fifth avenue and Thirty-seventh street, will shortly begin construction on a new building on the north-east corner of Forty-seventh street and Fifth avenue, which they plan to occupy by May 1, 1911.

Edward Boote is showing three new open stock patterns made by Cauldon Ltd., that are among the best things for the price that they ever made. He is also showing a large number of new earthenware dinner sets from Wood & Son. The patterns are varied as to design and color, calculated to meet all kinds of tastes. They are very pretty and a long step in advance of all their previous efforts.

The Macbeth-Evans Glass Co., will move to enlarged quarters at 19 West 30th street within a few weeks. Part of the staff is now in the new location to attend customers.

Maddock & Miller have prepared a handsome booklet descriptive of the Worcester Royal Porcelain Works. A brief history of the works is given since their establishment in 1751; many fine specimens of the ware are illustrated, as well as the various marks used in the past and at present. There is much in the book that will be of interest and of value to the retailer and consumer. Copies will be mailed upon request.

The Herbert-Demer Co., cut glass manufacturers of Honesdale, Pa., have resumed operations in full force after the shut down occasioned by the trouble with their workmen.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. The demand for tumblers and stemware this season is exceptionally strong. It is currently reported that shipments of stem-

ware are from two to three months behind, while the shipments of tumblers are from six to eight weeks late. Factories have all of this business they can well handle, so it seems. Some buyers now look for the tumbler manufacturers to take all discounts from their selling lists, thus making tumblers at a price they were years ago. Jobbers in these lines do not hesitate to say that a higher price is bound to come. Department store buyers and other users of large quantities of tumblers and stemware should not hesitate to anticipate their fall wants as early as possible, if they expect to get their goods in any decent time for the holiday trade.

Report has been current in the Pittsburgh District during the past few days that a well known West Virginia glass factory cleared over \$40,000 during the past fiscal year, and that care was taken to refuse all business offered, except at a price named by the company. It is also said this same factory turned down thousands of dollars worth of business because the buyers wanted to "dictate" their own purchase price.

The mold shop of the new Ripley & Co., Inc., glass factory at Connellsville, is working full time, every bench being occupied. The foundations for lehrs have been completed and the furnaces are being capped. Belated arrival of some materials has caused slow work in the building of some parts of the plant. The head offices of the company will be opened for business on or about September 20th.

Factories of J. T. and A. Hamilton, at Butler, Pa., resumed operation last week, and it is expected that the Pittsburgh plant will resume operation about September 19th.

The Willets Co., of the Southside, manufacturers of glass melting pots have started the erection of a new plant at Fairmont, where fuel is cheap, and be-

cause many new glass plants have been erected in that locality. It will be the largest pot works in the country.

S. F. Elkins, of the Krakno Glass Co., is showing six new decorations on a new lighting line, which is a creation of his own. He has just returned from a western trip, during which time he appointed a number of new representatives, and arranged to have the Krakno line displayed in several of the larger western centres.

Howard Evans, of the general offices of the Macbeth-Evans Co., has left for the country where he hopes to obtain relief from a severe attack of hay fever.

J. J. West, buyer for the glass and china department of the Powers Mercantile Co., Minneapolis, Minn., stopped in the District on his way west from the New York markets. From here he went to East Liverpool to close some domestic pottery contracts.

Victor G. Wicke, vice-president of the Imperial Glass Co., spent this week in Cincinnati, having charge of the Imperial display at the Burnet House during the five- and ten-cent merchants annual convention.

The Oriental Glass Co., is duplicating its past success at the Pittsburgh Exposition which opened last Wednesday. The firm has two "stands" where the well known decorated glass lines of this firm are engraved and sold as souvenirs "while you wait." "We get a lot of bulk business from having this display of the Exposition," said general Manager Andrew Stock, Jr. "Many dealers come here and after looking over our lines, ask for a price list and then we receive an order for from one to ten barrels of ware from him."

With the United States Glass Co., there is a good movement on all lines. Stemware, cut and etched patterns are selling nicely, while staples are also receiving a good call. Decorated assortments for holidays are more in demand this month than a year ago,

and especially is this true of the new assortments which have been formed, illustrations of which have been prepared for the trade. W. F. Jones has returned from his northwestern trip, while W. I. Campbell and William J. Dillon have come home from the southwest territory. They are not expected to remain home very long, and after re-arranging their sample trunks will start over the route for their fall trips. M. G. Bryce has returned from a trip to the East.

The fall lines of the Pittsburgh Lamp, Brass and Glass Co., are the most elaborate the firm ever placed on display. A very attractive vase line is shown, there being twelve shapes; the treatments are floral, fruit, Washington and Lincoln heads and with ground laid treatments. The new line of 10-inch globes for center-draft lamps is very attractive, while the new line of dining room domes with the Success burner is shown in various sizes and treatments. Emerald and Carmen glass, which is a new creation, is used. In the portable line, the selection is a large one, and they are being shown in both gas and electric.



The plant and chattles of the **Grafton, W. VA.** former Princess Glass Co., here have been purchased by Hood Phillips, a wealthy real estate dealer at a trustees sale for \$12,000. The property is claimed to have cost between \$60,000 and \$70,000. The property was offered for public sale on the court house steps. It is said that Mr. Hood will operate the factory at once, but confirmation of this report is lacking at this writing.



Kinney & Levan are having considerable success with their new **Cleveland, O.** Sunburst cut glass lines, and their private factory is now operating seventeen frames on this one line alone. There are thirty-one pieces in the line and the cuttings are light, resembling a woodbine effect. The demand for the line has been rather heavy of late.



Work is progressing rapidly on **Fairmont, W. Va.** the new Owens glass plant here, and it is expected to be placed in operation within a short while. This factory, it is reported, will be the largest single glass plant in the world.



Business is exceptionally good **Rochester, Pa.** with the Rochester Cut Glass Co., and orders are such that the firm has been compelled to operate every frame in the factory. The fact that orders are shipped during the same week they are received has gone a long way

toward keeping the name of the firm in the minds of buyers. Stocks are kept up in all numbers, and it is a common matter for orders to go out the same day they are received. The new cuttings both on the tumbler and stem lines are in demand, for they are something different than other heavy cut offerings.

OBITUARY.

JOSEPH E. SHOENBERG, for years active in the ownership of a string of department stores in the West and one of the principal organizers of the May Department Stores Co., died August 28th at Bad Nauheim, Germany. Mr. Shoenberg was born in Dayton, O., 1854 and began his career at Cripple Creek, Col., where he started the Shoenberg Mercantile Co.

* *

Julius L. Brown, son of the late Governor of Georgia, died Monday at his home in Atlanta. The late Mr. Brown was known the world over through the interest he took in the collections of china. It has been said that his collection is the second most valuable in existence.

* *

Nathan Rapoport, son of the well known New York jobber, M. Rapoport of 298 Bowery, died suddenly August 29th of blood poisoning, aged twenty-two years.

* *

Pliny Fiske, the old time pottery man of Trenton N. J. died on Wednesday, aged eighty-three years. He was born in Essex, N. Y., and went to Trenton fifty years ago as a bank clerk. Later he left Trenton and went to Philadelphia where he entered into business, and finally became owner of extensive coal fields in Pennsylvania; he was also an important stock holder in the Chesapeake & Ohio R. R. Co. Along in the late seventies, he became a member of the American Crockery Co. which had its plant in East Trenton. About 1890 he retired from active business. A year and a half ago, Mr. Fiske fell down stairs, fracturing both wrists; from this injury he never fully recovered, owing to his advanced age.

He was a brother of the late Harvey Fiske, a prominent banker of New York. He is survived by a wife and five children. Mr. Fiske was a remarkable man in many ways: whatever he did, he did with all his might, and was almost universally successful. When he made pottery, he made good pottery; and some of the ware which was produced under his direction is still in existence, and will compare favorably with the most modern productions of either English or American potters. The funeral will be held on Friday afternoon at two o'clock from his home, 474 Rutherford ave., Trenton, and the interment in the burying ground attached to the Ewing Presbyterian

Church, of which he was a member and a prominent worker.

* *

Hester Moulton Coles, mother of Edw. O. Coles, Sales Manager for J Morgan & Sons, New York, died at Sound Beach, Conn., September 7th, aged eighty-eight years. The funeral will be held from Mr. Coles' home in Brooklyn, Saturday.

A new pottery has started at Williamstown, W. Va., known as the Marietta Rustic Pottery Company, with a capital stock of \$25,000. The company will manufacture all kinds of rustic clay goods.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

A N A cut glass salesman wanted January 1, 1911, for choice western territory. Our line is popular-priced and well-established. Replies considered confidential. Address LAUREL CUT GLASS CO., Jermyn, Pa.

EDWARD BOOTE,

Importer of China and Earthenware,

46 WEST BROADWAY, NEW YORK,

Sole Agent in United States and Canada for

CAULDON, Limited,

China and Earthenware.

Sole Agent in United States for

WOOD & SONS,

Earthenware and Hotel Ware.

GIBSON & SONS,

Teapots.

JOSEPH BOURNE & SON,

Fire Proof Ware.

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— NOTICE —

WE desire to call the attention of the trade to the fact that we are the licensed manufacturers of United States Letters' Patent 934,094, dated September 14, 1909—process of decorating glass now known to the trade as MODERN STAINED GLASS (patented), used for all lighting purposes. We also desire to give notice that we shall take all legal methods to protect our rights and shall diligently proceed against infringers (the "me-toos," and "I-make-its")

EDWARD O. COLES, General Sales Agent.

J. MORGAN & SONS, 61 East Ninth St., near Broadway, New York.

WE ARE AN EXCLUSIVE TUMBLER FACTORY.



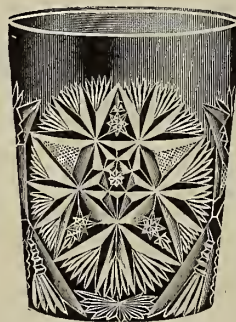
Goblet. Cut 254

We are *MAKING PROMPT SHIPMENTS* as every buyer will attest. Fact is, we can guarantee immediate shipments. Tell us to send you our new illustrated price list. It's right up to the minute.

ROCHESTER CUT GLASS CO.,
ROCHESTER, PA.

Established in 1896.

New York Office, 55 Park Place.



9-oz. Tumbler
Cut 259



Footed Sherbet
Cut 233



Royal Copenhagen
China
AND
Alumina
Earthenware.

Trade



Mark

ROYAL COPENHAGEN PORCELAIN CO.,

CHR. CLAUSON-KAAS,

25 West Broadway, New York.

ORIENTAL GLASS CO.,

MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby,
Mat and Gold, Crystal Mat and Gold.

COLORED CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works:

PITTSBURGH, PA., U. S. A.

All Wide-Awake Dealers Subscribe for

The Crockery and Glass Journal

PUBLISHED WEEKLY.

\$2 Per Year.



NEW YORK, SEPT. 15, 1910.

THE CONDITION OF BUSINESS.



Business is better this week than for some time. Mail orders are much more numerous, and travelers are sending in satisfactory demands. There were not very many far-away buyers in the District, but the local and near-by trade were in pretty good evidence. In some of the warerooms there was a decided air of briskness.

The long-expected revival of trade seems to be in sight. Whatever is bought is required immediately, showing that stocks are light. Buying was not heavy in the spring, and the retail stores will not have any surplus stock for the holiday trade. Consequently, the wholesale houses carrying stock are pretty sure to have large calls to make up deficiencies.

Our reports from the domestic factories continue very favorable. There are periods when orders slack off a little, but as a rule there is steady business all the time. Better grades of goods are receiving the most attention, and while orders are not always for car-load lots, they are the best sales that the factories can make, and the manufacturers are beginning to recognize this fact. It will not be long before it can be said that nothing is too good for the American potter or glassmaker to put out.

General conditions throughout the country have improved with the end of the vacation season, and while in some directions business is not what it ought

to be, the depression is not as great as rumor would have it. This is evidenced by the reports of earnings of the twenty principal railroad corporations published last week. Not a single decrease was noted, while the increases ranged from two and a half to eighteen per cent. And this was not due to the moving of the crops, as at the time the figures were compiled the harvest had not been gathered. Consequently manufactured goods must have contributed largely to the increased business.

We have held all along that the reports of the crop yields were depressed purposely; and that our view was right is evidenced by the latest wheat and corn statistics published, wherein it is shown that the total wheat crop for this year is only 12,128 bushels less than last year; while the corn crop shows 170,995 bushels more, and oats also an increase of 42,000 bushels. 12,000 bushels less in a yield of 446,000,000 is an infinitesimal percentage, and it is about time the pessimists and "knockers" quit their wailing.



Manufacturers here report a healthy condition of business. Orders for dinnerware continue strong, while the demand for specialties is increasing steadily. New and unexpected business is being booked on souvenir goods, and a heavier trade on this line is looked for during October. Every plant in the city is working to its

capacity, and several manufacturers report a scarcity of help.

Pittsburgh and Vicinity.

Business is holding up nicely with glass manufacturers, and in all the varied lines. The fruit crop is of such a character that preserving lines sell remarkably well. The demand for blown goods is as strong as ever, while the cut lines show an improvement. Prices of the lower-priced lines show an upward tendency, and buyers should anticipate their wants. There is an improvement in collections.

East Liverpool and Vicinity.

Trade has been "spotty" during the past few days. However, all potteries are running, although they could put out more ware without crowding capacity. In several instances manufacturers have about all the orders they can handle. Dinner ware is going nicely, and so are some of the higher-priced specialty lines.

Wheeling and Vicinity.

The best of business conditions is reported from this territory. High grade glass manufacturers have all they can handle, so far as orders are concerned, and salesmen are being kept at home to assist the office forces. In the pottery lines business is also reported good, and the outlook bright. Glass lighting goods manufacturers have started in on their busy season, and good business is anticipated from now on.

Sebring, O.

The potteries here are working to capacity. Orders are good and the plants will be operated fully until the year end. Specialties are in demand. Dinner ware is holding up as good as ever.

SEND ALONG THE INFORMATION!

CATALOGUES and price-lists of housefurnishings, china, glass and silverware are requested by J. B. Wells & Co., Utica, N. Y., who are about to install a department of this character.

Miss Maude M. Stewart, late of a similar department in the Bryerly stores, Beaver Falls, Pa., has been placed in charge. Her success in the latter city had attracted the attention of department store managers, and while visiting her former home in Utica this season she received an offer from the Wells Co., which she later accepted.

Miss Stewart has just completed a trip to East Liverpool, where she placed initial orders with the Smith-Phillips China Co. and the Edwin M. Knowles China Co.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- H E Klein, with Watt & Schand D G Co, c, g, hf, Lancaster, Pa. 55 White.
- J R Coppin, of J R Coppin & Co, hf, Covington, Ky. Somerset.
- C M Igel, with Kaufmann Bros, hf, s, Pittsburgh, Pa. 648 Broadway.
- H Wonderlich, with Samuels & Bros, t, Providence, R I Herald square.
- A Deisroth, of P Deisroth & Sons, hf, Hazelton, Pa. 41 Union square.
- E P Barry, with Burke, Fitz-Simmons, Hone & Co, t, Rochester, N Y. Hermitage.
- N L Clark, with D H Holmes Co, c, hf, s, hf, s, New Orleans, La. 20 E 20.
- Oscar Davis, with J K Libbey Co, c, hf, Portland, Me. St Denis.
- J S Obear, with Loveman, Joseph & Loeb, s, Birmingham, Ala. 31 Union square.
- Miss Reynolds, with Dunn, Taft & Co, t, Columbus, Ohio. 31 Union square.
- T C Bunch, with W Hengerer Co, s, Buffalo, N Y. 214 Church.
- Mrs M Crouch, with L L Stearns & Sons, t, Williamsport, Pa. St Denis.
- A J Ferguson, with Callender, McAuslan & Troup Co, hf, c, s, Providence, R I. 2 Walker.
- A J Stumpf, with Siegrist & Fraley, t, Buffalo, N Y. Herald square.
- W. Schwarz, with "Golden Rule," c, g, t, St Paul, Minn. Flanders.
- W Meckes, of J Meckes' Sons Co, hf, Cleveland, O. Imperial.
- J J Reigeluth, c, Middletown, N. Y.
- R L Shields c, Onecock, Va.
- B Gerson, c, Pensacola, Fla.
- Edw Hamblin, with R H White Co, g, Boston, Mass. 47 Lispenard.
- Geo W Heim, c, g, Sunbury, Pa. Cadillac.
- A S Hunter, of A S & T Hunter, hf, Troy, N Y. 191 Greene.
- Sam Averill, with Jordan Marsh Co, l, Boston, Mass. 31 Union square.
- F A Hawes, with Barnard, Sumner & Putnam Co, c, Worcester, Mass. 75 Spring.
- A C Hislop, with Porteous, Mitchell & Braun Co, c, g, t, Portland, Me. 55 White.
- F J Stanley, with Porteous & Mitchell, c, hf, t, Norwich, Ct. 55 White.
- E C Meacherm, with Sibley, Lindsay & Co, s, Rochester, N Y. 454 Broome.
- A L Burbank, of Burkbank-Douglas & Co, c, Portland, Me.
- Thomas Cannon, with Edward Malley Co, c, g, l, New Haven, Conn. 320 Church.
- J Lee Richards, with J A Baillargeon & Co, c, g, s, Seattle, Wash. 531 Broadway.
- G B Freeborn, c, Cazenovia, N Y. 1982 Amsterdam avenue.
- A A Sprague, with Howland D G Co, t, c, Bridgeport, Conn. 75 Spring.

Among the Potteries

East and West

East Liverpool and Vicinity.

Pottery manufacturers here are up in arms against the gas companies. When bills for fuel were received during the past week there was an item reading "additional gas consumed by reason of excess pressure." This the meters did not show. As a result manufacturers are being called on to pay from \$25 to \$500 for gas which it is claimed went through the meter, but about which they know nothing.

"It's a pretty state of affairs when we have got to pay for something we do not know whether we have received or not," said one. "You can just put it down that we will not pay these extras. We had our own regulator in, and the gas company replaced it with one of their own. That the manufacturers will go back to coal if this thing continues there is no question."

T. A. McNicol, of the Potters' Co-Operative Co., some time ago worked out a selling proposition for jobbers and retail dealers that has proved eminently successful. One Western dealer placed an order for nearly \$10,000 worth of ware, and from another section came an order for over \$10,000. So well has the plan worked that the first buyer has sent in a duplicate order. Mr. McNicol says that he finds it to his advantage to work in the interest of the buyer; for when the buyer is successful the firm that "blazes the way" gets the business.

The underglaze blue dinner treatments of the Cartwright Bros. have proved so popular that the firm has been compelled to increase the capacity of its decorating department.

Howard Blake, secretary-treasurer of the Trenle China Co., who has been confined to his home by an attack of typhoid fever, is considerably improved.

With the Homer Laughlin China Co. there is no let-up in orders for dinner ware. The Niagara shape is selling nicely, and the variety of treatments is such that dealers experience no trouble in making open stock selections when they look over the lines dis-

played by the salesmen. The Laughlin jug line is more popular this season than ever, and some very clever treatments are to be had. In the salad and plaque lines there are almost as many shapes as there are treatments.

Pottery manufacturers hereabouts are interested in a new continuous-kiln invented by a Belgian ceramic engineer and patented in this country Aug. 30, detailed working plans of which have just been received here. It is claimed that one of these kilns will do more work than six ordinary kilns.

Clarence H. Bauman, general sales-manager of the Globe Pottery Co., is confined to his home with nervous trouble, but is gradually improving. As soon as he is able he will take an extended trip into the quietude of the mountains.

Fred Swasey, of E. Swasey & Co., Portland, Maine, was in the district during the past week. Several small New York buyers were also "making the rounds."

Homer Laughlin, of Los Angeles, Cal., spent a day here last week on his way home from a trip around the world, and was a guest at the home of B. C. Simms, of the Thompson Pottery Co. From here Mr. Laughlin went to Cleveland and spent a brief season with Judge Robert W. Tayler, who in his early days was the East Liverpool representative of the CROCKERY JOURNAL.

Walter C. Supplee, a councilman of East Liverpool, and father of Herman Supplee, general book-keeper for the Edwin M. Knowles China Co., Chester, W. Va., died after a long illness. He held many public positions, both in this city and at the court house at Lisbon, the county seat.

Until Thomas Anderson, of the Edwin M. Knowles China Co., returns from his vacation there is not likely to be any meeting of the Western Standing Committee. The session scheduled for last week was postponed.

Shop meetings are being held by the **Trenton** men employed in the potteries in this city at which lists of articles on which it is impossible to make day wages are being made up. These lists will be forwarded to headquarters for use at the coming conference between the Manufacturing Potters' Association and the N. B. O. P., when a readjustment will be asked for by the operatives. In addition to specialties, these articles include pieces which have been added to standard goods from time to time and on which a price satisfactory to the employes has not been paid.

* *

The strike at the Lambertville Pottery remains the same. The men are being paid regularly by the union, which is getting new places for some of the men in Trenton and other cities. The employers say they will hold out indefinitely against the union and will start up shortly with an entirely new force, as they intend to keep the plant an open shop.

* *

James Haslup, an operative employed at the Elite Pottery, recently had the little finger amputated from each hand as the result of an injury received several years ago.

* *

Saggermakers' Local No. 63, National Brotherhood of Operative Potters' has decided to affiliate with the Central Labor Union, their delegates being seated last Friday night.

* *

The turners, throwers and handlers of this city have secured and will present a beautiful silver loving cup to the Gaze baseball team emblematic of the city championship. The Gaze team is named for William Gaze, a well-known local potter.

* *

The annual outings of the employes of the Bellmark and Elite potteries were held last Saturday. Each was enlivened by extensive programmes of athletic events.

* *

Considerable interest is manifested by members of the various local pottery unions over the election of an official organizer for the N. B. O. P.



The chances for starting the **Wheeling, W. Va.** Wheeling pottery, a former property of the Wheeling Potteries Co., are slim. A Mr. Jackson, formerly of Syracuse, has been trying to form a new company here to manufacture vitreous china hotel ware, but has not met with much encouragement.



September 1st marked the largest single day's shipment of chinaware in the history of **Sebring, O.** thirteen cars being forwarded.

AT BOSTON.

THE past week opened up with a boom in both wholesale and retail circles. Many out-of-town salesmen were here with attractive lines, and there was a generous response from buyers. The resident wholesalers were not overlooked, either. Here are some of the out of town sellers: Fred Kline, of the Warner-Keffer Co.; Sam P. Arnold, with Ed. Butler, New York; Alfred B. Evans, with Meakin & Ridway, New York; Mr. Althwater, D. F. Haynes & Son, Baltimore; I. G. Mann, Goodwin Pottery Co., E. Liverpool; P. K. Douglas, A. A. Vantine Co., New York; W. L. Woodward, Warkwick China Co., Wheeling, W. Va.; Mr. Yeagle, A. Radford Pottery Co., Clarksburg, W. Va.; Frank Vaughn, J. W. McCoy Pottery Co.; Mr. Hinds, C. Dorflinger & Sons, New York; Frank Moore, American China Co., Toronto, Ont.



Arthur J. Bennett, president of the Cambridge (O.) Glass Co., was a visitor here this week, consulting with Harry B. Hollis, their New England representative. Mr. Bennett said that orders with his house were coming in very satisfactorily and from a wide range of territory.



William Noyer, of the R. A. McWhir Co., Fall River, was in the Boston market last week.



S. J. Mahoney, with Henry T. Edwards, the Fostoria Glass Co. man, has returned from a Maine trip, but left immediately for Western Massachusetts. Mr. Edwards says business is excellent, with a decidedly brisk demand for the Fostoria silver deposit glassware.



Glass buyer Morton, of the Avery & Woodbury Co., Milford, N. H., spent several days here on his return from New York.



Theo. H. Piser, manager of the Welsbach Co.'s headquarters, has returned from a brief pleasure jaunt.



Joseph H. Boyer, of Lewiston, Maine, accompanied by his wife, were recent visitors here.



Charles R. Lynde has returned from a visit to the New York market. Mr. Lynde has a force of carpenters building the appointments for his new store in the Berkely Building and expects to open it shortly after October 1st.



Oscar Davis, buyer for J. R. Libbey Co., Portland, Maine, was seen strolling along the Glass Boulevard this week.



Miss R. F. Robinson has sold her china and glass store at Beverly to a Mr. Fowler, formerly of Nashua.

Mr. Fowler will add new stock and push the business vigorously.

A. Fraser, of the Rochester (Pa.) Cut Glass Co., displayed his line at Young's last week and made a very excellent showing.

James J. Hanning, buyer for the Jordan Marsh Co., will probably be in the New York district about the time of this issue's appearance.

Frank Dunmore, glass buyer for the Shepard Co., Providence, R. I., came up to Boston seeking goods last week. James F. Leary, of the Outlet Co., same city, is expected here shortly.

Wonder where J. W. Power is buying mileage! His many trips indicate a recklessness of expense, unless he sells so many dollars' worth per mile. He shows a lot of carbon copies of orders, however, that look "real."

P. L. Carbone, owner of "Carbone's," one of the china houses on Boylston street, is touring Europe buying goods. Mr. Carbone sells nothing but foreign stock at his store.

OPEN RETAIL DEPARTMENT.

THE Newton, Weller & Wagner Co., San Antonio, Texas, had a very large crowd in attendance at the opening of their retail department on September 2. The building has been thoroughly renovated for retail purposes, and contains over 1,000 square feet of show window space. An extremely large stock is carried by the firm, including selections from twenty-eight factories of the old world. Germany, Japan, Austria, China, the great English factories, Hungary and Bohemia are all represented in the display.

VENETIAN GLASS WORKERS.

AS early as 1500 there were twenty-four glass houses at work at Murano, each having more or less its specialty. The furnaces in general were small. During the period of prosperity (the fifteenth, sixteenth and seventeenth centuries) Murano counted 30,000 inhabitants, now reduced to about 5,000. Each owner of a factory was obliged to contribute annually a certain sum into a common fund for the unfortunate of their own class, poor and infirm artisans, or those out of employment, and for the maintenance of the schools of inventive designs. No apprentice could be admitted as a master workman before passing a strict examination in his art and proving his skill in

the manufacture of certain articles. The candidate was elected into the body of masters by their 'secret ballots. Each factory was subject to inspection, night or day, by certain officers, whose duty it was to see that the work was regular according to the statutes, to note the quantity and quality of the articles, and that no glass in fragments or cullet be exported. Proprietors and master-workmen of ten years' experience if they honorably failed and had no other means of subsistence were entitled to pensions of seventy ducats annually. When there were more master-workmen than could be profitably employed, it was forbidden to increase their number from the apprentice until there was a real call for new hands. Whoever became a member of the guild was obliged to take an oath of fidelity. No one who had not a regular discharge from his employer could be received into the services of another, and every proprietor was obliged to seal his cases with his own trade mark. It was forbidden to employ strangers under any pretense. If there were not enough of Muranese at times for labor, or to exercise the art, Venetians only might have this privilege, but they must be duly qualified. No employer was permitted to hire a master-workman who was in debt to another guild. Such were some of the regulations to keep the art in a high state of efficiency and which for more than five centuries gave it an incontestable superiority in its special aim over other establishments in Europe. In fine workmanship Murano became as artistically famous for its glass as Urbino, Pesare, Gubbio, or Chaffagiola at the same time for majolica, but with far greater commercial development.—*National Glass Budget*.

GOOD CHINA CEMENT.

THERE are many occasions where the retailer has use for a good china cement. A good recipe for this is as follows: Rub the edge of the china or glass with the beaten white of an egg, tie very finely-powdered quicklime in a muslin bag and sift it thick over the edges of the dishes that have previously been rubbed with the egg, match and bind the pieces together and let it remain bound several weeks.

This is a good cement for every kind of crockery but thick heavy glass and coarse earthenware. The former can not be cemented, and for the latter white paint will answer.

Paint and match the broken edges, bind both tight together, and let them remain until the paint becomes hard and dry.

To make good cement for crockery, the pieces should be matched and bound together tight, then put in cold milk, and the milk set where it will boil for about one half hour. After the boiling process has been finished the crockery should be left in the milk until it is quite cool, when it should be removed and allowed to stand for several weeks.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 15, 1910.

AN INDEFENSIBLE ATTITUDE.

CHATTANOOGA, TENN., Sept. 9, 1910.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir—Will you tell me of some way to cure the prevailing pessimism of which I have written in the appended clipping "How's Business"?

I regret to say that out of the eight trade journals I receive I get more depressing than encouraging impressions.

Please explain this condition and advise me as to its cause and cure. Yours, etc.,

EDWARD ABBOTT.

HOW'S BUSINESS?

To The Chattanooga Times.

Walking along Market street the other day, I overtook the head of one of our best clothing stores. "How's business?" said I. "Rotten," said he, without asking me to consider his reply confidential.

"Rotten?" I repeated. "Would you say that of your wife, your horse, your automobile, dog, gun, piano, or anything else you have? Would you permit another person to say that of your business? Of course you would not. Yet with sour face and saddening manner you publicly characterize as rotten that which enables you to support your family, keep an automobile, have a piano, dog, gun, or groceries."

When I asked the man if he had ever thought of it in this light he admitted that he had not. What a pity such things can not be brought to the attention of the A B C classes in our public schools!

I have here written of no uncommon occurrence. This business-killing pessimism is practiced by enough people to keep all of us in a state of fear and depression a large part of the time.

If, when I met the clothing man, I had been on my way to his store to buy a \$30 suit, think you his remark would have stimulated me to buy a \$50 outfit? I guess not! To wear my old suit or get a \$12.98

"hand-me-down" would have accorded better with my state of mind.

I might have figured it out this way: If the clothing business is rotten now, how long will it be before the china business will need to be taken out and buried? And straightway all my expenses would be cut down—grocer, butcher, milkman, five-cent show and all the rest would suffer because the clothing man said his business was "rotten."

If there is no other cure for this thing let us quit asking each other "how's business" until some of us can go somewhere and be treated for foolishness.

Aug. 29, 1910.

EDWARD ABBOTT.

It is a regrettable fact that certain unknown interests are striving, for some ulterior purpose, to hurt the business of the country. The CROCKERY AND GLASS JOURNAL has published several articles pointing this out, contradicting false reports maliciously issued, one of them, for instance, showing that the early berry crops which were killed by the pessimists have proved the most bountiful in years. The same is true of the peach crop; and now we can assert that the wheat yield will be abundant.

Inasmuch as our correspondent implies that the CROCKERY AND GLASS JOURNAL is among the "eight trade journals" in which he fails to find the optimistic expressions he craves, it behooves us to say that in our reports of the condition of business we state facts as nearly as it is possible for human agency to get them. We believe the trade have learned to rely on us for correct information, and we would be unworthy their confidence if we did not state the exact truth, whether welcome or not.

We heartily agree with Mr. Abbott that such rejoinders as that of the clothing man cannot fail to hurt business. Besides, nine times out of ten they are not true—to say nothing of being offensive.

It is getting to be a sort of habit to cry down the condition of trade, and the sooner people get out of that habit the better.

PERSONAL.

ON Sunday morning Chas. J. Noke, managing director of Doultons, Ltd., England, put his foot on American soil for the first time. He is here to make a tour of the United States and Canada, for which he will start on Sunday night by way of Boston, accompanied by W. S. Pitcairn. Mr. Noke is the holder of a gold medal awarded by the St. Louis Exposition for artistic merit in his personal productions. He was at the Brussels Exposition at the time of the fire there, and gives a graphic description of that catastrophe. Mr. Noke has a very pleasing personality and will make friends on his tour.

William Lawton, of Wilmington, Del., has sold his store and a large portion of his stock to the Kresge five- and ten-cent syndicate. Mr. Lawton's plans for the future are not determined, but it is very probable

that he will establish a chandelier and portable business.



Wm. R. Noe has returned from his summer home at Booth Bay Harbor, Me.



Ira F. Fickes, of Lancaster, Pa., was in town the latter part of last week, and speaking of business said that for the month of August he had almost as much trade as he did in December of last year just before the holidays, and that September opens with excellent prospects.



R. W. Fiske, of the Consolidated Lamp and Glass Co., is covering Boston and vicinity this week.



N. L. Clark, buyer for the D. M. Holmes Co., New Orleans, La., arrived in New York on Friday morning, and left for a tour among the cut glass manufacturers of New York and Pennsylvania, intending to be back in the city Thursday or Friday.



E. Offner, of New Orleans, who arrived in New York a week or ten days ago, is in much better health than for years, and shows it. He expects to be in town for some two or three weeks yet.



D. R. Marshall, Eastern representative of the Tarentum Glass Co., was called home from Boston last week by the death of his mother at Bradford, N. H.



Henry Cronmeyer, whose departure to the Pacific coast has been delayed, starts on Friday night with duplicate lines of Bawo & Dotter's samples, and will work his way to the coast, stopping at some of the important cities on the way.



George R. Spinney, late of Heinz Bros., cut glass manufacturers, St. Charles, Ill., is now associated with the Chicago branch of the Fostoria Glass Co.



D. Zuckman, of this city, who is in East Liverpool purchasing pottery, will return next week. Mr. Zuckman has already placed orders for fall delivery amounting to over \$7,000.



Nicholas Eck, a potter of East Liverpool, who has just returned from an extended trip abroad, had the novel and thrilling experience while there of being taken for a spy, thought to be after pottery secrets, and barely escaped arrest.



George G. Peck, of Newburgh, N. Y., was in town this week and says that since Labor Day there has been a decided difference in the spirit of the busi-

ness men in his section, and that things are improving very much.



E. H. Peck, manager of the New York office of the Phoenix Glass Co., has returned from a vacation spent in motoring through the White Mountains.



J. P. Gordon, representing the Jones, McDuffee & Stratton Co., came in on Tuesday from a ten-day trip up the State. He says that business was good and that he found a very good feeling prevailing every where.



W. Schwarz, of the big "Golden Rule" store at St. Paul, came in town the early part of the week looking for crockery, glass and toys. He is registered at the Flanders.



C. F. Sulzer, with the Strobel & Wilken Co., returned Monday afternoon after a three-months' buying trip in Austria and other European ceramic centres.



T. F. Krueger is off for the West with a goodly line of "Paroutaud" china samples.



Walter T. Wessels will start on the road for J. H. Venon Saturday, with Philadelphia as his first stop, and then on through the South and West. Charles E. Cardon will leave in a few days for the West, going as far as the Pacific coast.



H. H. McBride, with the New York office of the U. S. Glass Co., returned last week from a vacation near Quebec, Canada.



Fred Reimer, who recently returned from his maiden European trip for Chas. Dwenger, departs Saturday for a three months' trip to the Pacific Coast.



Chas. Vogt, treasurer of Vogt & Dose, is due Saturday from a visit to the firm's factory at Limoges



Thomas Turner, for many years with Bawo & Dotter, and Miss Tillie Keller, who has just left that firm, will be married September 17 at Asheville, N. C., where Mr. Turner is now proprietor of the Esmeralda Inn.



H. S. Clarke opens at the Hotel Henry, Pittsburgh, Friday of this week, with the lines of Robert Slimmon & Co.



Edward O. Coles, general sales agent for J. Morgan & Sons, has been in receipt of many 'phone calls and letters of sympathy due to the fact that the death of his mother was announced in last week's paper. The announcement was a mistake. Mrs.

Coles, hale, hearty, and sixty-six, is still occupying her home at Summit, N. J., very much alive.



R. Kohn, New York agent for the Bergen Cut Glass Co., is down East this week buying blanks.



W. H. Helms, of the Graham & Zenger selling staff, leaves Saturday for a Southern trip.



W. H. Ryon, president of the Eygabroat-Ryon Co., has been in town all week. He goes to Boston before returning to the factory at Lawrenceville, Pa.



Wm. Smith, assistant superintendent at factory D of the United States Glass Co., Pittsburgh, was in New York the fore part of the week on a vacation.



Jos. F. O'Gorman, secretary of the Pottery Salesmen's Association, sustained a great bereavement last Monday in the death of his fifteen-year-old son Jerome, from spinal meningitis. The funeral was held in New Haven, Wednesday. The stricken father has the sympathy of the entire trade.



J. Marcus, treasurer of and buyer for the New York Furniture Store, of Providence, R. I., made a flying trip to New York on Wednesday, and after placing orders for a considerable supply of crockery and lamps departed the same night.



Miss Margaret Fahey has accepted a position in the crockery department of the Holden & Stone department store, Pittsfield, Mass.



A. Gredelue leaves Monday on his regular Western trip, carrying with him the finest line of Baccarat samples he has ever imported.



"Tom" Cannon, buyer for Edward Malley, New Haven, Conn., was a welcome visitor in the District this week.



A. P. Burns, of C. B. & J. Warner, agents for the Turner & Seymour line, returned from the South last week laden with orders. He departed for the West on the 10th via Pennsylvania.



Francis J. McNicol resigned his position as china buyer for S. P. Dunham & Co., Trenton, N. J., on Tuesday.



Kennard L. Wedgwood is booked to sail for New York on the "Baltic," leaving the other side Saturday, the 17th. He reports that the Wedgwood collec-

tion, which was destroyed by fire in the Brussels Exposition, was fully insured, and, besides that, the British Government also insured six of the most valuable pieces. He also adds that a new exhibit is now on view at Brussels.



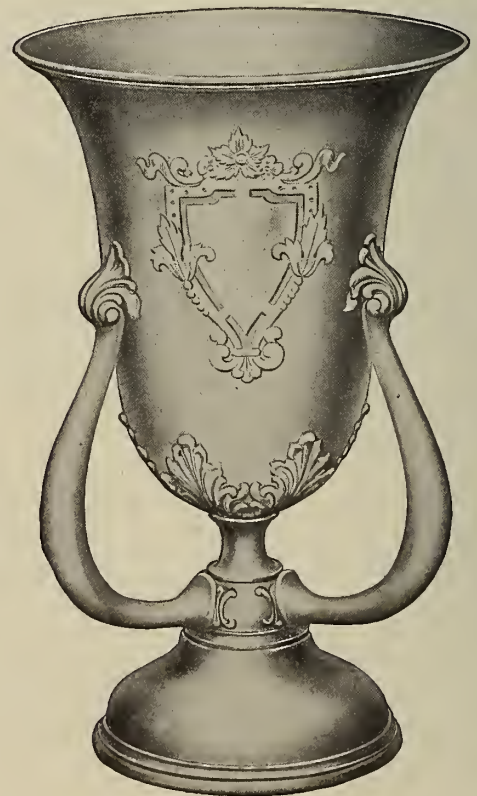
Chas. H. Taylor, of the Jewel Cut Glass Co., returned to New York Thursday, thus setting at rest the rumors that he had been operated on a Philadelphia hospital for stomach trouble.



F. W. Moore and Henry Thorkelson left Monday on their regular trips for Wm. R. Noe & Sons.

THE GOLF TOURNAMENT.

THE golf tournament which was to have been held in July last was postponed because of the absence from the city of so many of the proposed contestants. For the last two months first one and then another has been away, either on business or pleasure, and it was found impossible to get the people together.



CROCKERY AND GLASS JOURNAL GOLF TROPHY.

Now that the fall season has opened, business engages the attention of the players but it is hoped that by the middle of October a day will be set when a goodly number of the prominent golfers in the trade can get together for a good game. The CROCKERY AND GLASS JOURNAL trophy is all ready for the winner. It is the product of Manning-Bowman & Co., in copper, silver mounted. A cut of it is herewith presented.

COMING EVENTS.

[Traveling salesmen are often annoyed to find a fair or convention in progress in some city they propose to canvass, and of which they have had no notice. We publish a list of gatherings scheduled in the near future, so that salesmen may avoid such towns on the dates that they are held.]

Conference W. C. T. U., Belleveron, Pa., Sept. 22, 23.

Convention A. O. H., Passaic, N. J., Sept. 25.
Anniversary 100th Ill. Regiment, Channahon, Ill., Sept. 23.

Fair, Seymour, Wis., Sept. 27, 28, 29.

Reunion 23rd Ind. Regimental Ass'n., New Albany, Ind., Sept. 29, 30.

Fair, Niagara Falls, Ont., Sept. 29, 30.

Convention Christian Endeavor, Springfield, Mass., Sept. 27 to 30.

Fair, Coffeyville, Kan., last week in September.

Convention Carpenters and Joiners of America, Des Moines, Ia., Sept. 19 to Oct. 10.

County Fair, Colfax, Wash., Sept. 26 to Oct. 1.

New Jersey Outing of the Shriners, Atlantic City, Sept. 17.

Tri-county Fair, Humboldt, Tenn., Sept. 26 to Oct. 1.

Tri State Fair, Evansville, Ind., Sept. 28 to Oct. 1.

Convention Merchants Assoc., Northampton, Pa., Sept. 28th.

Fair, Monmouth, Me., Sept. 28.

Convention Brotherhood of St. Andrew, Nashville, Tenn., Sept. 28 to Oct. 2.

Convention W. C. T. U., Grand Forks, N. D., Sept. 29 to Oct. 2.

Fair, Rochester, N. H., Sept. 27 to 30.

The Spokane (Wash.) Interstate Fair is to be held on October 3rd, 4th, 5th and 6th.

The Directors of the Kutztown (Pa.) Fair Association are making extensive preparations for the sixth annual fair which is to be held on October 4th, 5th, 6th and 7th.

Fair, Falmouth, Ky., Sept. 28 to Oct. 1.

The Amer. Prison Association convention, Wash, D.C., Sept. 29th to Oct. 2nd.

Indian Methodist Conference, at La Porte, Ind., Sept. 27th to Oct. 3rd.

State Convention, W. T. C. U., at Attleboro, Mass., Oct 11, 12, 13.

Fair, Richfield Springs, N. Y., Sept. 26, 27, 28.

State convention of Christian Endeavor Societies, Rochester, N. Y. on Oct. 4, 5, 6.

Fair, Reading, Pa., Sept. 27 to 30.

General convention of Protestant Episcopal Church, Cincinnati, O. on Oct. 6.

Fair, Kendallville, Ind., Sept. 26 to 30.

The Southern Appalachian Good Roads Convention, Knoxville, Tenn., on Oct. 5 and 6.

Fair, Powhattan, Va., Sept. 27, 28.

Convention Vermont Electrical Association, Brandon, Vt., Sept. 28, 29.

Fair Patriotic Sons of America, Dunellen, N. J., Sept. 29 to Oct. 1.

County Fair, Poughkeepsie, N. Y., begins Sept. 30.

Trade extension excursion Wholesale Dealers' Committee of Grand Rapids Board of Trade, Grand Rapids, Mich, Sept. 27 to 30.

Convention New England Cigar Makers, Lawrence, Mass., Oct. 7, 8, 9.

Convention State Columbus Society, Hazleton, Pa., Oct. 11 to 13.

Convention Railway Signal Association, Richmond, Va., Oct. 11 to 13.

Convention Christian Endeavor Union, Fort Smith, Ark., Oct. 25, 26, 27.

Convention Mich. Retail Druggists' Association, Kalamazoo, Mich., Oct. 4, 5.

State convention Bankers' Association, Cairo, Ill., Oct. 26, 27.

Columbus Day celebration, Holyoke, Mass., Oct. 12.

Buffalo Industrial Exposition, Buffalo, N. Y., Oct. 3 to 15.

Celebration, Perth Amboy, N. J. Oct 12, Columbus Day.

County Fair, Oxford, N. C., Oct 26, 27.

Home-coming week, Raleigh, N. C., week of Oct. 17 to 22.

County Fair, Chesterfield, Va., week beginning Oct. 24.

Celebration, Huntington, Ind., Oct. 12 Columbus Day.

Convention State Sunday School Association, Rutland, Vt., Oct. 11 to 13.

State Convention Federation of Labor, Danbury, Conn., Oct. 11 to 14.

State convention Christian Endeavor Union, Seaford, Del., Oct. 20 to 21.

State convention Knights of Pythias, Wilmington, Del. Oct. 20.

Convention Order of Red Men, Ottumwa, Ia., Oct. 10 to 12.

Fair, Plymouth, N. H., Oct. 4 to 6.

Annual Convention of Oregon Postmasters, Portland, Ore., Oct. 13 and 14.

Convention A. O. H., Patton, Pa., Sept. 21, 22.

Union Grange Fair, Plymouth, N. H., on Oct. 3, 4, 5, 6.

Fair, Grand Rapids, Mich., Sept. 22, 23, 24.

Mechanics' Fair, Boston, Mass., during entire month of October.

Farmers, and Mechanics' Fair, Pepperell, Mass. Oct. 6.

Dutch Fair, Pluckemin, N. J , Sept. 21, 22, 23.

County Fair, Lancaster, Pa., Sept. 27.

Italian - American celebration, Bound Brook, N. J., Oct. 12.

Fair, Lehigh, Pa., Sept. 27, 28, 29, 30.

The firemen of Hatfield, Mass., have decided to hold their muster in that town on October 8th.

County Fair, Cullman, Ala., Sept. 28 to Oct. 1.

The Wisconsin Master Bakers' Association will hold their next annual convention in Milwaukee, Wis., on October 18th, 19th and 20th.

Fair, Unity, Me., Sept. 20, 21.

The committee in charge of the annual fair of Capt. Horace Niles Post, G. A. R., have decided to hold their fair in Stetson Hall, Randolph, Mass., during the week of October 24th.

Fair, Rochester, Mass., last four days of Sept.

STARTED WITH THREE WORKMEN; NOW PLANNING TO EMPLOY 600.

LARGER quarters have been procured by the New Method Art Glass Co., whose plant is located at 3117 Penn avenue, Pittsburgh, and before the year end the company expect to be employing over 600 people. The "new method" of the concern, which is duly patented, differs from the present way of making leaded art glass in that one piece of glass of the size desired is taken and the lead tracings of the design are traced thereon with a specially prepared metal composition, while the colors are blown on later, instead of each piece making up the design being colored separately and then inserted in the lead framework.

The company started in business a year ago in an experimental way in Wilksburg, Pa., with three men. About a year ago it removed to its present location at 3117 Penn avenue, where it has a force of fifty or more employes. Its business has grown by leaps and bounds, so that for some time past it has not sought any new orders, being pressed to take care of those on hand. Hence the expansion.

THE POTTERY INDUSTRY OF SIAM.

IN transmitting the following information concerning the ancient ceramic industry of Siam and its present imports of china and earthenware, Vice-Consul General Carl C. Hansen, of Bangkok, reports that only coarse, unglazed earthenware is now manufactured in the Kingdom.

The art of making pottery was introduced from China in the eleventh century, and the original kilns were located near the ancient city of Swankhalok, and here the work of turning out what is known as Swankhalok ware apparently continued until the city was destroyed during the Burmese invasions of 1765-66. Specimens of the original Swankhalok ware are now very rare and are highly prized by the Siamese themselves, many of whom, including the King, princes, and nobles, are ardent collectors of old china, and some very beautiful pieces of Swankhalok and other china are found in their collections.

The Swankhalok pottery, as now found, consists of monochromes in the shape of bowls, vases, jars, and cups, and are of the craquele type of the fish-spawn or truite patterns, the colors being creamy white, fallow, or celadon. Pancaranga vases, decorated with opened lotus flower, showing five different brilliant hues, are also found, and in the ancient temples of the Buddha in old Swankhalok may be seen terminals of lamp-posts and pillars and figures of animals made of this ware. This crockery is regarded by many natives as possessing occult qualities; medicine contained in it is regarded as more effective than when held in ordinary vessels, etc.

Only coarse pottery is now made in Siam, and of that only a limited quantity, so that quite a large supply of all kinds of crockery is yearly required from abroad.

The total value of the imports of china and earthen ware for the fiscal year ended March 31, 1909, amounted to \$332,618, as against \$320,812 for the previous year, an increase of \$11,806. The bulk of the coarse earthen and china ware came from Singapore, Hongkong, and China, which together supplied a total of \$393,205 worth, and Japan to the value of \$26,639. During the year nothing was supplied by the United States, but for the previous year the amount was \$339.

AMERICAN ANTIQUES.

INTEREST is growing in the ceramic collection connected with the Historical Room at the Carnegie library East Liverpool, O. Unhandled Rockingham cups and saucers are rare. They are not made now, and probably none have been made for over forty years. Recently Mr. George S. Goodwin sent to the Carnegie library an unhandled Rockingham cup, spattled inside and out. The cup is a very odd shape and resembles an inverted bell. There are eleven panels around the body. The cup is four inches in diameter at the top; two and three-fourth inches high, with a foot one and one-fourth inches in diameter. It is a beautiful specimen of Rockingham ware, or dark brown spattling. Pasted on the cup is a label which contains the following information:

This cup was made by John Goodwin in 1805 in his pottery located on Second street, East Liverpool, O. The saucer to match the cup was broken.

The maker of this cup, Mr. John Goodwin, was one of the early successful potters who came to East Liverpool in the early forties from England. He had much to do with the establishing of the pioneer potteries of that city. When Mr. Goodwin first went there he was employed as superintendent at the pottery of Harker, Taylor & Co., the old "Etruria" pottery, now known as the Harker Pottery Co. In 1884 he established the Goodwin pottery, which has been continuously operated ever since that year by himself and his sons, James H., George S. and Henry S. Goodwin, and his grandchildren.

An old tankard jug made at the Bennett Bros.' pottery in 1839 or '40 came from Mrs. G. W. Stewart of New Cumberland, W. Va., the mother of Mrs. George C. Thompson, and was presented to Mr. and Mrs. Thompson by Mrs. Stewart. It was brought to East Liverpool, and has since been presented by Mr. Thompson to the Historical Society. Mrs. George C. Thompson says that this old pitcher has been in the Stewart family for many years, and that its history, as handed down to her, is that it was bought in 1840 from a trading boat which stopped at New Cumberland on its way down the river.

The New York Crocery and Glass District.

Morimura Bros. have their import room filled with the greatest variety of Japanese goods they have ever shown. The new lines in their white body are attracting very much attention on account of the purity of the china and the excellence of design in decoration.

Cox & Lafferty have some Japanese goods, consisting of vases, cups and saucers, etc., for immediate delivery from stock. Special prices have been made to close out this lot. The decorations are particularly good, being attractive, but not showy.

The display of fancy goods by L. Straus & Sons is the greatest that they have ever made, both as regards variety and volume. In fact, there is nothing just like it in this city. It is full of novelties in small articles, as well as in medium and large sized pieces. The array of bronzes and marbles, clocks and clock ornaments is bewildering. Special mention is due the basket ware they are illustrating on another page. The goods are in white, white and gold, and white with delicate tints. There are many articles in this line—among them being an immense assortment of centrepieces which may be grouped in a variety of designs to make a harmonious whole. Some of these are very elaborate, and when filled with flowers form charming and original decorations for the dinner table. These goods are all in stock, ready for immediate shipment.

A. Lanternier & Cie, in accordance with an arrangement entered into with George Borgfeldt & Co., who have conducted their New York branch, have taken over into their own charge the New York agency; but they will continue to display their samples in the Borgfeldt building in the same place they have always shown them. Geo. Pallier will be in charge, assisted by W. A. Beckingham. Mr. Pallier is now in the West, and Mr. Beckingham leaves September 26th on an extended tour, opening at the Bingham House in Philadelphia September 25th to 28th inclusive, and from there he goes to the Howard House in Baltimore. They will continue to carry open stock dinnerware in New York, as usual, and

have many new lines of fancy and regular dinnerware.

Robert Slimmon & Co. are meeting with great success on the new patterns from Wilkinson's which they displayed for the first time about three weeks ago. The Chinese tree pattern has elicited many complimentary remarks. It is a very graceful design, and the colors are good and strong. In obvious contrast is another pattern in a small figure in green with a gold line that has taken the eye of every buyer who has seen it. It is delicate and at the same time has character. The wareroom is full of good things from this and other factories.

The special assortments on the fifth floor at Bawo & Dotter's have brought many orders. These assortments, which embrace French, German and Austrian china, have been made up to meet widely varying requirements in size, style and price, and make selections easy. The net price and number of pieces are displayed on each assortment.

The Art China Import Co. is making a special feature of dinnerware in the new "Palatin" samples which have arrived. Last year the dinnerware was more or less of a side line, but the manner in which the demand increased caused Hugo H. Freudenfels, the manager, to make special efforts on this end of his business for the fall trade.

Fondeville & Van Iderstine have their full lines from A. Paroutaud on exhibition. The samples include many new shapes, new conceptions in decoration and new color schemes. Their treatment of the Old French style of ornamentation is attractive and novel. The more modern decorations are exceedingly pretty. The variety is large and the prices are very low.

J. Duncan Dithridge, agent for Bryce Bros. Co., has just placed on display samples of an elegant new line of stemware with rock crystal cuttings in floral bands and sprays. The line is a complete one, and

includes comports, jugs, water bottles, oils, sugars and creams, and a number of novelties. The metal is up to the usual Bryce standard, and the design and finish are of the very best.

G. H. Woodworth, manager of the Weller showroom, has received more additions to the well-known ivory art line in fancy decorative candlesticks, vases and ferns. The designs are entirely original and are strikingly symmetrical. The delicate brown tintings on the ivory background are decidedly artistic. It is one of the best selling lines the Weller plant has ever produced.

The local showroom of the Goodwin & Kintz Co. has received the complete line of new samples in electric dome portables. The domes are made in a variety of shapes and ornamentation, several being in the ever-popular leaded art glass. The bases are all substantially made, and are finished in a variety of styles. They embrace designs never before shown.

Bates & Ledden, agents for the Guernsey line, have just received samples of buff-colored steins ranging in size from 8 to 16 oz. The line is a popular-priced one and is entirely new with the Guernsey Co.

The United States Glass Co. has just unpacked its new samples of the decorated table ware line No. 15132. The decorations are in ruby and gold, and crystal, rose and gold. The body carries a stippled effect. The line is an adaptation, to some extent, of the company's former style No. 15065, which had a remarkable sale, but is superior to it in every way.

The success of the Fostoria Glass Co.'s. line of needle etched glassware made in Grecian border patterns, has been so marked that it has been considerably augmented by the arrival of a number of new pieces. Aside from the tumblers and stemware, the line now includes a general assortment of tableware, such as comports, water jugs, etc. One of the many advantages of this pattern is that the retailer can at any time replenish his stock with odd pieces, it being carried in "open stock" fashion. The offerings of tumblers include a great many sizes, in two finishes.

LATE CUSTOMS RULINGS.

THE Board of United States General Appraisers, in sustaining a protest filed by F. W. Woolworth & Co., had made a ruling in which it is held that diminutive fans are not to be returned for duty as "fans" with a tax of 50 per cent, but instead are to be admitted as "toys" with duty at the rate of 35 per cent. The fans in question are too small for the use of adults,

and Collector Loeb is accordingly directed to reliquidate the entries at the lower rate found by the Board.

Collector Loeb was reversed in his classification of china dolls and dolls' heads imported by Samstag & Hilder Bros., and the George W. Travers Co. The collector exacted a duty of 60 per cent on the goods under the provision in the tariff act of 1909 for "china." The importers' contention was for duty at the rate of 35 per cent under the specific paragraph relating to dolls and parts of dolls. This claim General Appraiser Hay sustains.

MANUFACTURING POTTERS TO MEET.

IT is expected that notices calling a special meeting of the United States Potters' Association to be held at Pittsburgh some time during October will be sent to the trade within the next week by Secretary-treasurer Charles C. Ashbaugh.

No intimation has been given as to the character of the business to be taken up at the special session, but it is presumed that the meeting will be more in the form of a committee of the whole, to talk over matters to be acted upon at the Washington convention in December.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Aug. 28,'10	Correspond- ing period 1909	Exports Jan. 1 to Aug. 28,'10	Correspond- ing period 1909
Boston.....	444	472	5176	4743
New York.....	985	429	5450	3709
Baltimore.....	1157	1319	10082	11617
Philadelphia..	506	221	4250	3249
New Orleans....	167	47	1619	1788
Newport News..	28	....	183	922
San Francisco..	....	29	....	180
Portland (Me.)..	....	14	1029	1885
Galveston.....	252	373	997	1146
Portland (Or.)..	....	....	....	95
Inland Points	65	31	1430	710
Total	3604	2935	30216	30044

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Aug. 27,'10	Correspond- ing period 1909	Exports Jan 1 to Aug. 27,'10	Correspond- ing period 1909
New York.....	182	50	5932	5260
Boston.....	268	81	4897	4466
Philadelphia....	57	40	3999	3599
Baltimore.....	348	....	12842	12284
San Francisco..	....	29	151	180
New Orleans....	8	....	1889	1847
Portland (Me.)..	....	....	1943	1943
Galveston.....	68	49	1084	1129
Newport News..	....	....	950	922
Portland (Or.)..	....	....	55	55
Inland Points	....	....	942	866
Total	931	249	34684	32551

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Prices of staple glassware, such as table sets, jugs, and salts and pepperers, have an upward tendency. Buyers should not be surprised if next January they are asked to pay ten to twenty per cent more for the common glassware. It is said that the manufacturers who were cutting the life out of prices have come to the turning of the road, so to speak, and now see the folly of their previous action. Discounts have been taken off the etched and blown lines, and something similar may be expected on the other goods.

The new plant of the United States Glass Co. at Glassport will be placed in operation probably in January. It will have a 30-ton tank, which is equal to two 15-pot furnaces. The company will call the plant "Factory O" and will confine the product to staples. It will cost about \$100,000, and will be a separate institution from the present Glassport factory.

The National Association of Retail Druggists, which convened at the Hotel Pitt this week, proved to be a good thing for the local manufacturers of soda tumblers, cut glass and bottles. Jobbers saw to it that the 3,000 or more visitors were posted as to the location of their showrooms, and a lot of new business was booked.

R. G. Haugh, in charge of the export department of the United States Glass Co., is spending his vacation in the East.

Users of glassware for premium purposes have been ordering very liberally during the past few months, and it is related that shipments to go forward for the holiday season are larger than ever. Not only are table sets in demand by these dealers, but tumblers and some plate etched goods are also being bought.

A manufacturer recently passed a show window in which some stemware was exhibited, and a card on the ware announced that they could be had for five cents each—sixty cents per dozen. "Our price for the same item is ninety cents per dozen," said he,

"and for the life of me I can't see where the house that sold those goods is going to get off at."

Shower globes are being made a feature by the Phoenix Glass Co. in connection with their various other lighting lines, and some really clever shapes and decorations are now being shown. Six new designs in shower globes are now being displayed by the company and in a variety of treatments.

George Daugherty, superintendent of the Tiffin plant of the United States Glass Co., says: "Business is very good with our factory, and we are preparing for a very good fall trade."

Manufacturers of tumblers and etched glassware say that the new price lists recently put in effect have not caused any complaint from the trade. Orders are just as plentiful, and the manufacturers are in many instances behind in shipments.

The United States Glass Co. has recently added three new pieces to its cut "Kaiser" line—a grape fruit, oyster cocktail and a roemer, the latter having an extra tall stem. The cut glass of this company is now noted for its brilliancy of color. The metal used has been named the "De Luxe" and it is conceded to be the most brilliant glass on the market.

At the meeting of the American Association of Flint and Lime Glass Manufacturers on Wednesday the Steuben Cut Glass Co., Corning, N. Y., was admitted as a member, bringing the list of admissions this year up to eight.



Wheeling W. Va. Glass manufacturers here are enjoying a season of prosperity.

At the Central they are working three furnaces, and the volume of business is as extensive as one could desire at the busiest of seasons. Etched and stem ware lines are more in demand than ever. Specialties in cut goods are also selling well.

The Haskins Glass Co. give out an optimistic report. The varied lines of lighting goods made by this

concern are so extensive that buyers find it easy to make selections.

Two continuous tanks, one for blowers and another for machines, have been installed at the plant of the North Wheeling Glass Co., and operations have been started in full.



An automatic sprinkler system
Wellsburg, W. Va. is being installed in the plant of the Eagle Glass and Mfg. Co. This factory is being operated to capacity. Six new shapes and a dozen new treatments are being shown. A specialty is also being made in night lamps, this line being larger this season than heretofore.



The former plant of the Buckeye
Shadyside, O Tumbler Co. will be placed in operation on tumblers and bottles at an early date. C. H. Dankworth, Jr., of Bellaire is at the head of the new company.



The employees of the H. C. Fry
Rochester, Pa. Glass Co. partook of a monster beef and corn roast Tuesday afternoon on the grounds surrounding the plants of the Beaver Valley Glass Co., H. C. Fry Glass Co. and the Beaver Valley Pot Co. These feasts were formerly held annually, but this is the first one for three years. The employees of the Beaver Valley Glass Co., the Woodruff Mold and Machine Works and the Beaver Valley Pot Co. were also present with their families, making a total of over 1,650. H. C. Fry made a felicitous address of welcome.

AT PITTSBURGH.

"WE are very well pleased with the business of the Pittsburgh branch since it has been opened," said Frank Zoellig, manager for the Bawo & Dotter interests here. The display is an attractive one, and many country buyers are coming in.

* *

At the Kinney & Levan sample rooms all is activity. The opening of the Pittsburgh Exposition is bringing many buyers into the city. This house maintained a display at the McLure House, Wheeling, this week in charge of F. R. Saunders, and as the West Virginia State Fair was 'on' a lot of new business was secured.

* *

T. A. Neely, with Boggs & Buhl, has returned from his vacation.

* *

B. C. Miller, showing the Wm. Koch Importing Co.'s lines, was at the Colonial Annex.

* *

The Ebbeling & Reuss lines were also displayed at the Colonial Annex during the past week.

Robert Orr, china and glass buyer for the Joseph Horne stores, had a remarkable sale of imported dinnerware during the past week. Some special offerings on French goods proved a magnet for many buyers, and the higher grades of American dinnerware in open stock patterns also formed an attractive proposition.

* *

Norman C. Walker, representing Meakin & Ridgway, opened at the Colonial Annex a most attractive display, and left later for Wheeling and Columbus.

* *

T. R. Crock, representing the Steubenville Pottery Co. and the Monongah Glass Co., has returned from a trip through the Altoona district, where he reports a decided improvement in business conditions.

* *

Joseph Wilson was at the Seventh Avenue showing the lines of the Steubenville Pottery Co.

* *

F. H. Lang, son of W. W. Lang, with Kinney & Levan, has returned to Canton, where he is in charge of the china, glass, housesfurnishings, carpet and rug departments of Kenny Bros' stores.

* *

M. S. Newman was at the Anderson with the Vantine lines.

* *

New art creations from the S. A. Weller pottery at Zanesville, O., were shown here during the past week by S. T. Pletcher.

* *

Under the management of S. P. Megahan the W. H. Keech Co. has started a hotel furnishing department, and several large contracts have already been booked.

* *

J. W. Fenton, of the Millersburg (O.) Glass Co., was a visitor here last week.

* *

Marcus Aarons, of the Homer Laughlin China Co., who has been abroad for several months, returned to the city this week.

* *

Theodore J. Kruger was at the Hotel Henry with the china and glass lines of Fondeville & Van Iderstine.

STILL UNDECIDED.

HEARING on the preliminary injunction granted to the Rochester Tumbler Co., restraining the members of the American Flint Glass Workers' Union, including nearly 200 men who went on strike last July, from interfering with the operation of the plant, was held on Wednesday. After hearing the defense the court adjourned until Saturday. Until decision is rendered the temporary action filed against the glass workers' union will remain effective.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
September 13, 1910.

ANTWERP

133	packages glassware	B Guntel
41	"	Geo H Bowman Co
6	"	Graham & Zenger
110	"	Strobel & Wilken Co
137	"	Miscellaneous Orders
33	earthenware	G F Bassett & Co
8	"	O Goetz
16	"	Koscherak Bros
49	"	L D Bloch & Co
12	"	Fensterer & Ruhe
4	"	C J Dierckx
69	"	Strobel & Wilken Co
21	"	Miscellaneous Orders
162	chinaware	Theodore Haviland & Co
14	"	Vogt & Dose
19	"	Miscellaneous Orders
206	toys	Strobel & Wilken Co
27	"	G W Travers
118	"	C B R uss
6	"	F A O Schwartz
80	"	F W Woolworth
56	"	Miscellaneous Orders

BREMER

10	packages glassware	Samstag & Hilder Bros
53	"	Eimer & Amend
164	"	Endemaun & Churchill
14	"	A Steinhardt & Bros
170	"	Strobel & Wilken Co
317	"	Miscellaneous Orders
15	chinaware	C E Wheelock & Co
24	earthenware	L Straus & Sons
97	"	Geo Borgfeldt & Co
22	"	Froeber & Vollrath
20	"	Karl Hutter
27	"	Knauth, Nachod & Kuhne
115	"	Strobel & Wilken Co
109	"	Miscellaneous Orders
150	toys	Geo Borgfeldt & Co
14	"	Bawo & Dotter
129	"	F A O Schwartz
20	"	L H Mace & Co
739	"	Strobel & Wilken Co
276	"	Miscellaneous Orders

GENOA

129	packages earthenware	Geo Borgfeldt & Co
29	"	H Creange
121	"	Miscellaneous Orders

HAVRE

10	packages chinaware	Haviland & Co
15	"	Wm Guerin & Co
21	"	Miscellaneous Orders
12	toys	R H Macy & Co

LIVERPOOL

4	packages earthenware	The Rowland & Marsellus Co
7	"	L Straus & Sons
15	"	G F Bassett & Co
6	"	W S Pitcairn
22	"	Lazarus & Rosenfeld
1	"	Fensterer & Ruhe
6	"	E Boote
7	"	J Wygand & Co
21	"	Maddock & Miller
19	"	Strobel & Wilken Co
31	"	Miscellaneous Orders
17	chinaware	C E Wheelock & Co
7	toys	Geo Borgfeldt & Co
40	"	Strobel & Wilken Co
17	"	Miscellaneous Orders

LONDON

71	packages toys	Strobel & Wilken Co
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HAMBURG

15	packages glassware	Fensterer & Ruhe
6	"	N Wapler
89	"	W R Noe & Sons
12	"	Lazarus & Rosenfeld
17	"	Froeber & Vollrath
56	"	Kmy-Scheerer Co
7	"	L Straus & Sons
222	"	O O Friedlander
55	"	Eimer & Amend
48	"	Bawo & Dotter
49	"	Strobel & Wilken Co
231	"	Miscellaneous Orders
453	earthenware	Geo Borgfeldt & Co
6	"	J Palme
37	"	L D Bloch & Co
20	"	L Straus & Sons
6	"	G F Bassett & Co
118	"	J Wygand & Co
195	"	Bawo & Dotter
64	"	O Goetz
104	"	Strobel & Wilken Co
318	"	Miscellaneous Orders
6	chinaware	Bawo & Dotter
1	"	Miscellaneous Orders
126	toys	B Illfelder & Co
4	"	Samstag & Hilder Bros
28	"	Geo Borgfeldt & Co
21	"	Knauth, Nachod & Kuhne
1,134	"	F W Woolworth
337	"	G W Travers
476	"	Strobel & Wilken Co
480	"	Miscellaneous Orders

ROTTERDAM

28	packages earthenware	Bawo & Dotter
17	"	Lazarus & Rosenfeld
4	"	Miscellaneous Orders
114	toys	B Illfelder
95	"	Geo Borgfeldt & Co
43	"	Samstag & Hilder Bros
26	"	A Steinhardt & Bros
162	"	Miscellaneous Orders

SOUTHAMPTON

2	packages chinaware	Bawo & Dotter
10	"	L D Bloch & Co
60	"	H Creange
7	"	Fondeville & Van Iderstine
9	"	C L Dwenger
69	"	Miscellaneous Orders

TRIESTE

272	packages glassware	A L Crawford
84	"	Fensterer & Ruhe
83	"	Miscellaneous Orders
1	toys	Geo Borgfeldt & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

28	packages earthenware	Jones, McDuffee & Stratton Co
25	"	Mitchell Woodbury & Co
14	"	E Boote
18	"	A W Chesteron
10	"	Richard Briggs Co
2	"	E Butler
2	"	Miscellaneous Orders

ANTWERP

45	packages earthenware	Jones, McDuffee & Stratton Co
37	"	Mitchell Woodbury Co
84	"	American Express Co
9	"	Stone & Downer Co
10	"	F H Griffin
95	"	L Wolf & Co

HAMBURG

17 packages earthenware.....	Jones, McDuffee & Stratton Co
89 " "	National Despatch Co
3 " "	Ferguson Mfg Co
35 " "	C J Pierce & Co
33 " "	R F Downing & Co
28 " "	Patterson Wyld & Co
78 " "	I B Moors & Co
28 " "	F W Woolworth
6 " "	E A Runnells & Co
26 " "	Geo Borgfeldt & Co
162 " "	Ocean Transit Co
16 " "	Bawo & Dotter
38 " "	American Express Co
119 " "	Miscellaneous Orders

BUSINESS BRIEFS.

Fred Lang is about to open a five-and ten-cent store at Argenta, Ark. _____

J. Baum will shortly open a new department store at Oshkosh, Wis. _____

Wm. Hecklesmiller is about to open a five and ten cent store at Ellendale, N. D. _____

W. R. Bailey has sold his general merchandise and crockery store at Fairmount, Ind., to Clauson Brothers. _____

The Herwig Art Shade and Lamp Co., recently formed in Chicago, is making a feature of illuminated pedestals. _____

Phong Fat & Co., importers and retailers of oriental wares, will shortly remove to 1125 Broadway, New York. _____

E. D. Davis, who operates a five- and ten-cent store at Centralia, Ill., has moved to North Locust street there. _____

"China Hall," one of the leading crockery stores of Grand Forks, N. D., has removed to No. 20 South Third street. _____

The A. P. Stevens Co., of New York, have incorporated with a capital of \$15,000 to deal in toilet articles, glassware, etc. _____

The Olson Cut Glass Co., Minneapolis, have removed from 1700 Washington avenue to 727 Fourth street, that city. _____

A. H. Allen, of Vermontville, Mich., has sold a half interest in his crockery establishment to H. Andrews and Charles Lentz. _____

Steinfeld Brothers, toy dealers at 620 Broadway, this city, were damaged by fire September 9. Loss fully covered by insurance. _____

Sears, Roebuck & Co. have declared the regular

quarterly dividend of \$175 a share on the preferred stock, payable October 1st to holders of record September 15th. _____

The Scully's Fifty Stores in One Company. Capital, \$40,000. Incorporators: P. J. Scully, J. R. Thome, J. C. Boyd, Baltimore, Md. _____

F. A. Empsall, who conducts a department store in Watertown, N. Y., has recently purchased a crockery store which adjoined his premises. _____

The Koons Department Store of Peoria, Ill., has incorporated with a capital of \$15,000. The officers are Edwar W. Koons, Isaac Levinson and Mae Fielder. _____

The loss on stock in the recent fire in the Leader Department Store, owned by Powers & Hutchinson, Minneapolis, was total. The insurance was \$187,000. _____

The housefurnishing store of B. W. Watkins, Scranton, Pa., suffered a loss of \$50,000 by fire last Friday. The Peoples' Department Store adjoining was badly smoked. _____

The Aurora (Ill.) Mantle and Lamp Co., has incorporated in Illinois with a capital of \$145,000. to manufacture lighting fixtures. George A. Meyers, of Aurora, is the principal shareholder. _____

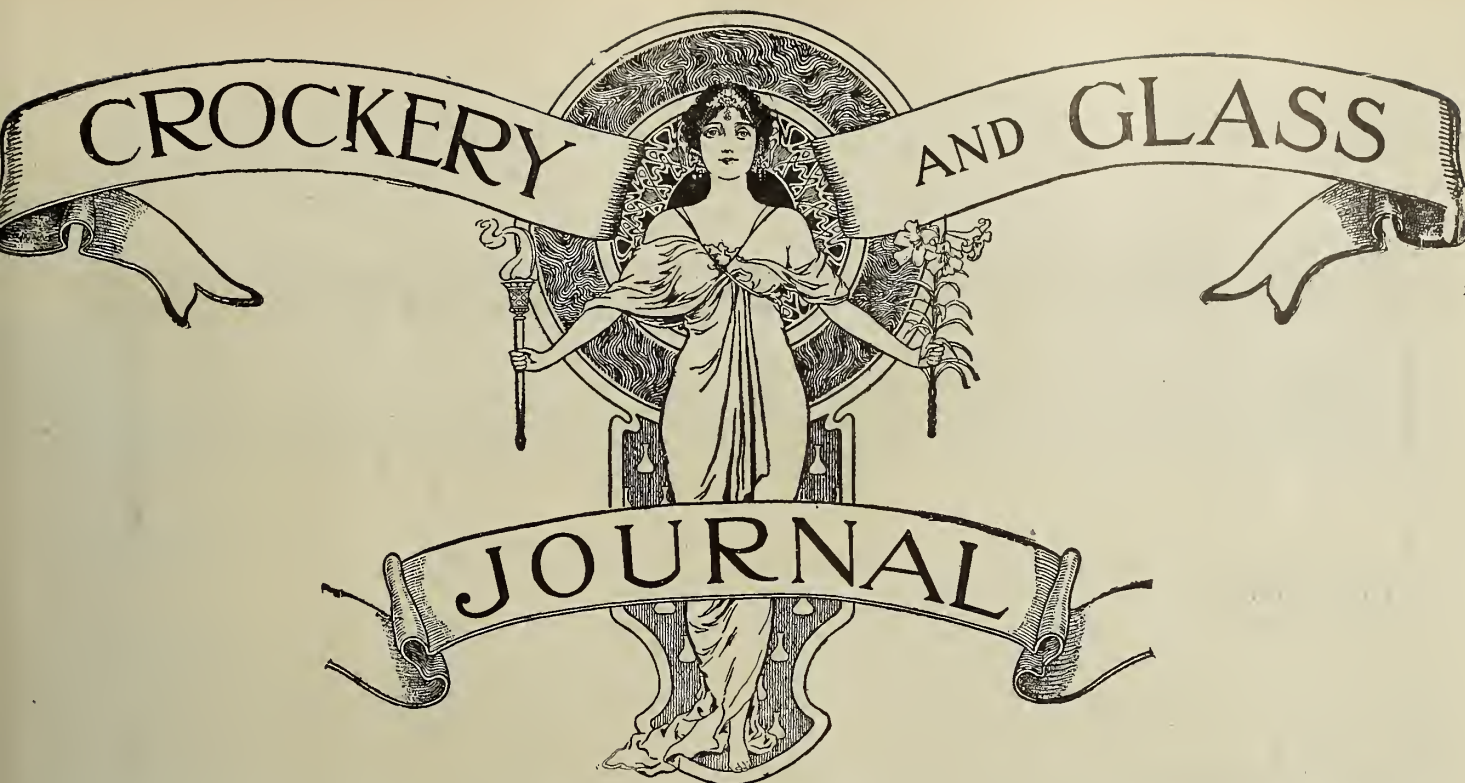
The Addis-Adie Dry Goods Co. has been formed at Springfield, Mass., to establish a chain of 25c and 50c stores, with a capital stock of \$500,000 and will begin to establish stores in large cities Oct. 1. _____

Samuel Bernthal has disposed of his interest in the corporation of Heuman & Bernthal, this city, dealers in china, glassware, etc. Mr. Bernthal anticipates engaging in the same business for himself shortly. _____

A petition in bankruptcy has been filed against Hyman Schector, dealer in 3, 9, and 19 cent goods at 335 Grand street and 2,117 and 2,897 Third avenue, New York. The liabilities are said to be over \$15,000 and the assets \$3,000. _____

Several weeks ago Price & Rosenbaum, Brooklyn, also proprietors of Rothenberg & Co., this city, purchased the department store of Barnett Bros. A new company has now been organized, consisting of Leo. A. Price, Harold A. Rosenbaum and one of the old firm of Barnett Bros., which will operate the store as an independent enterprise. _____

The Provo Tea and China Co., of Provo, Utah, has filed articles of incorporation. The company is organized with a capital of \$10,000 to conduct a business in groceries, tea, and chinaware, and will take over the business of the Great American Tea Co., which was conducted by J. H. Eversoll. Mr. Eversoll is to be the manager of the new enterprise. _____



NEW YORK, SEPT. 22, 1910.

THE CONDITION OF BUSINESS.

New York. Business has improved steadily since our last report, and in some cases has assumed considerable importance. The visitors who were here last week and the early part of this placed very good orders, and in almost every instance expressed a desire that purchases should be shipped immediately.

Reports from men on the road are varied. In some cases a very large business is reported, while others say their orders are few and small.

Two instances occurred this week which show a rather curious state of affairs. In the first, two travelers in different parts of the country failed to sell a customer in each place, much to their chagrin, and in both cases the salesmen had scarcely left the town before orders were mailed to New York with an apology for not having given it to the travelers—the excuses being identical: that the men in charge of the stocks had not posted the buyers.

Occurrence No. 2.—A crockery salesman went over a certain territory, meeting with poor success. He was followed by a cut glass man who did a large business. Ten days later the conditions were exactly reversed in the same territory—a crockery salesman doing a good business, while a glass man did almost nothing.

In this case it looks very much as if buyers were afraid to purchase anything until it was sold, or at least until they were entirely out of it.

With the low condition of stocks throughout the country, and a very small supply at first hand, there will be a loss of many sales this fall. Because there is bound to be business. But if the retail stores do not have the goods how can they supply the demand? It is not necessary to plunge, but it is high time that retailers put their stocks in shape to meet the call that is coming. Of course, it is late to get goods from Europe in time for the holiday trade; but some may be had, and the stock houses in New York are prepared to fill orders promptly up to a certain quantity. American manufacturers are behind on many lines, and it will not be advisable to place too much dependence on their having stock to draw from.

Retail trade in New York, as was expected, has picked up very considerably. The retail business in nearby towns around the metropolis is also pretty good, and our reports from interior points indicate that the suburban towns are doing an active trade. Not quite so good reports come from the large places. A little optimistic talk all along the line would help things.

Trenton. Manufacturers report a decided improvement in the condition of business during the past week, and the local plants are being almost flooded with orders. In many instances requests are made for immediate shipment—orders being sent by wire to insure same. Judging from

present indications, the fall business will far exceed that of last year.

Pittsburgh and Vicinity. Trade conditions in the glass business continue most favorable. All factories are running, and the demand is heavier now than a month ago, and far ahead of that of the corresponding period of 1909. There was a little lull during the first two weeks of the month in shipments, but on the whole the month will show up as one of the best of the year.

East Liverpool and Vicinity. It is generally admitted that the potteries of the Western district as a whole are being operated at about from ninety to ninety five per cent of their capacity. This includes all plants in the adjacent districts also. Salesmen are booking good business for immediate shipment, and the mail orders are stronger. Open stock dinner ware is in great demand. Collections from the Southwest are somewhat slow.

Wheeling and Vicinity. Both pottery and glass manufacturers in this territory are operating their plants full time. Lighting goods are selling better than ever. Enamel ware manufacturers are being favored with a large business.

Columbus, O. Columbus jobbers and wholesalers are feeling much encouraged over the outlook for the fall trade, and several of the largest houses in the city report increases ranging from fifteen to twenty-five per cent over the corresponding weeks of last year for the latter part of August and the first two weeks of September.

A GLASS POTTERY.

THE Willotts Co., of Pittsburgh, Pa., broke ground recently for a plant at Fairmont, W. Va., to manufacture glass pots, tank blocks, and all other clay products used in the manufacture of glass. The plant is the only one of its kind in the State, and expects to have its output ready for next season's fires.

LATE CUSTOMS RULINGS.

IN sustaining claims filed by Carson, Pirie, Scott & Co. the Board of United States General Appraisers holds that Eskimo dolls, invoiced as snow figures, are not properly dutiable as "decorated earthenware," as returned by the customs authorities. Under the

return made by the Collector the articles were assessed at the rate of 60 per cent ad valorem.

The claim advanced by the importers of the goods was that they are entitled to enter this country under the Payne tariff law as "dolls," with a tax of only 35 per cent. Judge Hay remarks, in his decision sustaining the protests, that from the testimony and the samples it is apparent that the merchandise in question falls within the definition of the word "dolls." The Collector is accordingly directed to reliquidate the entries on the basis of the lower duty.

TRENTON ART SCHOOL OPENS AUSPICIOUSLY.

WITH a total enrollment of 156 students in all departments, the term of 1910-11 of the Trenton School of Industrial Arts was opened last Monday afternoon. This is the best and largest opening in the history of the institution, and it is expected that before the end of the week at least 175 persons will have enrolled for art instruction.

Director Frank Forest Frederick is highly pleased with the outlook for the fall term, and he confidently looks forward to this as being the most successful year of the school.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Sept. 3 '10	Correspond- ing period 1909	Exports Jan. 1 to Sept. 3, '10	Correspond- ing period 1909
Boston	28	74	5204	4817
New York	189	111	5639	3820
Baltimore	19	530	10101	12147
Philadelphia. ...	127	23	4377	3272
New Orleans....	50	28	1669	1816
Newport News..	....	....	183	922
San Francisco ..	....	....	....	180
Portland (Me.)..	....	....	1029	1885
Galveston	147	....	1144	1146
Portland (Or.)..	....	....	....	95
Inland Points ..	....	....	1430	710
Total	560	766	30776	30810

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Sept. 3, '10	Correspond- ing period 1909	Exports Jan. 1 to Sept. 3, '10	Correspond- ing period 1909
New York	173	111	6105	5371
Boston	28	74	4925	4540
Philadelphia.	127	23	4126	3622
Baltimore	19	533	12861	12817
San Francisco ..	....	....	151	180
New Orleans. ...	50	48	1939	1895
Portland (Me.)..	....	....	1943	1943
Galveston	147	....	1231	1129
Newport News ..	....	....	950	922
Portland (Or.)..	....	....	55	55
Inland Points	....	....	942	866
Total.	544	789	35228	33340

Among the Potteries

East and West

Orders that were being held for shipment November 1 are being requisitioned at once, showing that the retail trade has started to buy, and that stocks are low. There is no denying the fact that many buyers who were not permitted to give immediate shipping specifications when the business was first booked have been compelled to have the heads of the concerns "lift the bars." Mails have been almost as heavy as the business received from the traveling salesmen. Dinner ware potteries have been enjoying a most excellent business, and the demand for the better offerings in open stocks continues rather brisk.

* *

Some interesting developments may result from the action of the pottery manufacturers in refusing to pay for "extra pressure" which the gas corporations claim has been used. All gas bills were due and payable Sept. 15. Many were paid, but the checks were made out less the amount scheduled due for "extra pressure." Should the company insist on payment it is said that the use of gas will be discontinued throughout the district, and coal substituted for kiln-firing purposes.

* *

John Cartwright, of the Cartwright Bros. Co., has returned from a Western trip which touched St. Louis. Exceptionally heavy business was booked for the new underglaze blue treatments, both in open stock dinner ware and in the specialty lines.

* *

L. Neudeck has been appointed Michigan representative for the East Liverpool China and Enamel Co., a local jobbing concern which recently started business here. A. Schlesinger, one of the owners of the business, and a former wholesaler and jobber in Cleveland, is now completing a Western trip.

* *

Trade conditions with the Homer Laughlin China Co. continue of the best, and the several factories are being operated continuously. The demand for the high grade open stock dinner ware which this concern is showing is more extensive than ever, and the fall business gives promise of being the largest ever experienced. The jug lines are especially attractive,

and are being shown in so many exclusive treatments that buyers find no difficulty in making selections that will please all classes of customers.

* *

Willard Morris has returned from a Western trip for the Knowles, Taylor & Knowles Co., and has been busy about the home office during the past few days.

* *

McNicol & Smith have just placed on the market a Colonial dinner shape which bears out its name in every detail. The panel effect of the cover dish is very attractive, and the plain square edges give the decorators ample room for elaborate treatments. Six open stock treatments are to be had on this shape, and several of these are exclusive patterns.

* *

The United States Pottery Co., Wellsville, is running about to capacity. A new shape in a sugar and cream is the latest product of this concern, and is shown in several new lustre effects. The "Lincoln" dinner shape is offered in ten new treatments, the bulk of them being in open stock.

*

Thomas Gotham, of the firm of Gotham & Locket, modelers, this city, is arranging to locate in California, where it is said he will represent several local pottery lines along the Pacific Coast, maintaining headquarters in Los Angeles.

* *

W. I. Knouff has been appointed representative for the East Liverpool Potteries Co. lines with headquarters in Columbus, O. He will travel in parts of Ohio and West Virginia. W. C. Lewis has been appointed representative of the same factory in the Cincinnati territory.

* *

According to railroad officials, the shipments of pottery from this district are far in advance of the records of August and the first two weeks of September last year.

* *

E. J. Babcock, Dean of the School of Mines of the University of North Dakota, located at Grand Forks, has completed an inspection of several local potteries. Among those visited were the Knowles, Taylor & Knowles Co., Homer Laughlin China Co.,

and the National China Co. Mr. Babcock was accompanied by Miss Margaret Cable, instructor in ceramics at the university—the only woman in the United States occupying such a position.

* *

The Western office of the CROCKERY AND GLASS JOURNAL has received the following letter:

"The Jonas Brothers are still doing business at Terre Haute, Ind. While I have taken the Western territory for the Warwick China Co., Wheeling, my brother will continue the business at Terre Haute, where we will handle the complete lines of the Warwick. I do not want the impression to get out that the Terre Haute office is dead. It is very much alive."

The letter is signed by J. C. Jonas, who opened at the Palmer House in Chicago last week with the Warwick line.

* *

Continued activity marks the condition of trade with the Smith-Phillips China Co. The latest offering of this firm, the "El Dorado" on their "Princess" dinner shape, is proving to be one of the "live wires" of the trade. It is an open-stock offering, and many of the first orders that were booked have been duplicated. The "St. Regis" shape is also moving nicely, the plain print treatments to be had on this shape selling excellently.

* *

There is no busier pottery in the West than the Potters' Co-Operative Co. The bulk of the ware shipped from this plant is decorated, and the decorating departments have had to be enlarged and additional help put on in order to get shipments out promptly. The record of sales this year is far ahead of any previous time in the history of the company.

✂

The large new shop and new kiln recently **Trenton.** added to the John Maddock & Sons Coalport Pottery were used for the first time this week. A number of other improvements, including the erection of another kiln, are being made to the plant.

* *

John A. Weiner, who has been employed for some time as designer and decorator by the Ionia Mfg. Co., will sever his connection with that concern October 18. He will be succeeded by G. Deier, of New York. The company will add a line of incrustated gold hotel glasses and bottles to their output.

* *

Leslie C. Pierson, president of the New Jersey China Pottery Co., returned last Saturday from a five weeks' trip to Europe. He made up his mind rather suddenly to go abroad, and as it was late in the season for booking passage he was unable to purchase round-trip transportation. He went, nevertheless, trusting to chance to secure his return passage when needed. The rush to get home was overwhelming, and it was only by the merest accident of a traveler deciding to stay in Europe longer after purchasing his ticket that

Mr. Pierson was able to reach here before October 15. So great was the rush that high prices were offered merely for the privilege of sleeping in the barber chairs on some of the steamships.

* *

Stephen Merhofsky, an employee of the Imperial Porcelain plant, was suddenly stricken with heart trouble while at work a few days ago. He was removed to McKinley Hospital, where he remained unconscious for several hours.

✂

The Shenango China Co. recently **New Castle, Pa.** booked an order for the United States Army which totals over 20,000 pieces.

✂

The capital stock of the Hardman **Columbus, O.** Potters' Crate Co. has been increased from \$25,000 to \$35,000, according to papers just filed with the Secretary of State.

✂

F. Courtney Locke, who is directing **Newtown, Pa.** the plant of the Newtown (Pa.) China Co., has added Belleek and bone china to the output, and also added a decorating department. Mr. Locke came from England a few years ago, and after a couple of years' experience with an American pottery concluded to establish a plant of his own. He went to Newtown, succeeded in interesting local capital, and started the business about three years ago. A little more than a year later fire destroyed the place; but this discouragement didn't deter either Mr. Locke or his financial backers, and a new and more modern plant was erected in place of the one destroyed. The concern's principal trade so far is with New York and Philadelphia houses.

OBITUARY.

H. S. LINCOLN, one of the best known salesmen in the trade, died early Wednesday morning, Sept. 21, at the Flower Hospital, aged seventy-two. The deceased was born in Massachusetts, and began in early life as a crockery salesman. Shortly after the formation of the Wheeling Potteries Co. he became connected with them as traveling salesman, and was on the road for about twelve years. When they established a New York office Mr. Lincoln was put in charge, and on its abandonment went back to Wheeling and took an office position. He later was connected with two or three other pottery firms, and finally took the New York agency of the Novelty Stamping Works, which for a long time had an office in the Mitchell, Woodbury Co.'s store at 28 West Broadway.

About a year ago Mr. Lincoln became so ill as to necessitate his absence from business most of the time. Six weeks ago he went to the Flower Hospital, where an operation was performed, and for a time it was thought he would fully recover. In fact, two weeks ago he said that he expected to be out again soon, attending to business.

Mr. Lincoln was a man of unusually pleasing address, a born *raconteur*, and made friends wherever he went. His death will be regretted by everyone who knew him. He was a member of the Pottery, Glass and Brass Salesmen's Association, and also of the Western Pottery and Glass Association.

The funeral was held on Thursday afternoon at 5 o'clock at Reiche's undertaking establishment, 241 West Twenty-third street. He leaves only a married daughter, his wife having died a few months ago.

Nathan Hamburger, vice-president of Gimbel Brothers, owners of department stores in New York, Philadelphia and Milwaukee, died of heart disease at his home, 350 Juneau avenue, Milwaukee, September 15, at the age of fifty-five.

The deceased was a typical example of a self-made man. When thirteen years of age, with very little schooling, he entered the service of Adam Gimbel, founder of the business, who conducted a store having a twenty-foot frontage. Step by step he ad-



NATHAN HAMBURGER.

vanced. In 1883 he was appointed manager of the first branch store at Danville, and made such a record that when their Milwaukee branch opened in 1888 he was appointed general manager of the Gimbel interests. He located in Milwaukee and was a very important figure as vice-president in the management of the business.

The opening of a mammoth store in New York was his pet project, and it is a strange freak of fate that

this store, which would have marked one of his greatest triumphs, should unfurl its flags for the first time at half mast. He is survived by his wife and an eight-year-old son.

D. T. Mershon, president of the Electrolytic Art Metal Co., died at his home in Bloomfield, N. J., aged sixty-one.

On Thursday, September 15, at her home in Sebring, O., passed away Mrs. Elizabeth Larkin Sebring, wife of George Sebring, and mother of O. H., Geo. E., E. H., F. A., and Frank E. Sebring.

GETTING READY.

AN advance view of the china department of the new Gimbel store shows that a very large stock will be carried. The department is situated on the fifth floor and includes brass, pottery and cut glass lines. Everything is well in hand at this writing, and the store will be ready to open its doors to the public by the first of October.

BUSINESS BRIEFS.

The Anspach Department Store, Neenah, Wis., was burned Sunday night, entailing total loss. Insurance \$65,000.

* *

William Binder, James Barker and John R. D. Bower, all of Trenton, N. J., have incorporated the South Jersey Crockery Co., with a capital of \$10,000.

* *

The Crawford-Barret Co., Chicago, Ill., has been incorporated to manufacture toys and novelties. Incorporators, F. Sass, F. Posvic, D. A. Roberts, and L. M. Paine. Capital, \$50,000.

* *

The \$8,000 collection of Royal Copenhagen ware destined for exhibition at the Brooklyn Institute has arrived, and will be sent to the museum as soon as it is cleared at the Custom House.

* *

The Joseph Goldman Co. has been incorporated in this city with a capital of \$5,000 to manufacture and deal in crockery. The incorporators are: Hyman Greenstone, Isaac Cohen and Joseph Goldman.

* *

Louis B. London has been appointed receiver in bankruptcy for Isidore Shonfeld, dealer in gas fixtures, chandeliers, etc., at 120 East 116th street, this city. The liabilities are reported at \$3,200, with assets at \$600. The receiver has been instructed to continue business for twenty days.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 22, 1910.

COLUMBUS DAY, October, 12, will be celebrated all over the country, and it will behoove traveling salesmen to book hotel accommodations well in advance wherever they propose going on that date. It is a legal holiday in this State.

ADVANCE IN GLASS PRICES.

AS we go to press word comes from Pittsburgh that the discount on all pressed tumblers and cup-foot egg glasses has been reduced from 25 to 10 per cent., effective Sept 21, and obligatory upon all manufacturers.

We have been predicting a raise in the price of these articles for some time. It is more drastic than we had supposed.

AT PITTSBURGH THIS YEAR.

THE annual meeting of the United States Potters' Association will this year be held at the Ft. Pitt Hotel, Pittsburgh, commencing Oct. 11, instead of at Washington, D. C., in December. The decision was arrived at last Monday night at a meeting of the Western membership held in the Potters' Club, East Liverpool. It was contended that Pittsburgh would be a good point to hold the 1910 meeting, and then if it was necessary to have a session at Washington one could be called for that city at a later date.

The arrangements at the Ft. Pitt are being conducted by W. L. Smith, of the Taylor, Smith &

Taylor Pottery Co., who is chairman of the committee on entertainment.

The regular annual reports will be heard at this meeting, and officers for 1911 elected. The office of president will very likely be given into the care of H. N. Harker, of the Harker Pottery Co., who is now vice-president, and who will succeed President H. A. McNicol, of the Potters' Co-Operative Co.

PERSONAL.

TWO weeks ago, G. Hoffman, with the Lilienthal Crockery Co., Atlanta, Ga., was chronicled among our list of "in-towns." He did not buy, however, but wended his way to New England on a pleasure trip, accompanied by his wife. He was back in New York on Tuesday after doing Boston and the Berkshire Hills, looking fine and ready to tackle any amount of business when he reaches home. He has been married ten years, and says it was like a second bridal tour.

E. Frederick Lewis is now connected as salesman with J. Morgan & Sons, representing Edward C. Coles, the general sales agent, in the metropolitan district, New York State and suburban territory.

F. W. Schultz and Leonard Stock, traveling for Herman C. Kupper, are both sending some dandy orders into the New York headquarters. The former is covering the Coast, while the latter is spending this week in Ohio.

George Semler, president of Geo. Borgfeldt & Co., arrived home on Monday from Europe.

W. A. Crocker, of Stewart & Crocker, left on Wednesday night for a Canadian trip, carrying blanks and cut glass.

Chas. Vogt, of Vogt & Dose, arrived from Europe on Saturday and was very much pleased at the transformation that had taken place in the firm's ware-rooms during his absence. Their old friends will hardly recognize the place, it is so much improved; and the goods look all the better for their new environment.

Joseph McKell, of Chillicothe, O., passed through New York on Monday on his way home from a vacation spent in New England.

S. A. Samuels, who has spent the greater part of his life in the pottery business in England, is over here for the third time. This time he hopes to re-

main in the country permanently; and when certain arrangements now in progress are completed will probably become as well known in this country as he is in the one he has left.



Frank R. Martin, with the Cowell & Hubbard Co., Cleveland, O., was a New York visitor Friday and Saturday of last week.



Louis Reisenstein, who has a fashion of dropping in on the New York trade unexpectedly, was here for a couple of days last week.



A. C. Dormer, formerly with Higgins & Seiter, has been placed in charge of the hotel china department of Gimbel Bros.



E. L. Casey, of the Guernsey Earthenware Co., was again in New York this week, and says that business is very brisk, having improved wonderfully in the last fortnight.



Henry Witte, of Bawo & Dotter, arrived home from Europe Monday. He had to come by way of Canada, as the Canadian boat was the only one upon which he could get a berth. Mr. Witte thinks that business is in a very good condition, the demand being legitimate and on a sound basis. He is looking unusually well.



John Davison left on Sunday night for his usual fall trip through the West. Buffalo was his first stop.



J. P. Willis, of the E. O. Zadek Jewelry Co., Mobile, Ala., was a recent visitor to the District, where he placed his semi-annual orders for china, etc.



A. Paroutaud is expected in New York the end of this month.



J. C. Fisher and Theodore Kreuger, traveling salesmen for Fondeville & Van Iderstine, are sending in some very fine orders for French china. The former is now covering Rhode Island, while the latter is stocking up the Chicago merchants.



Thomas Dugan, of the Dugan Glass Works, Indiana, Pa., was a visitor in New York this week. He says that his concern has been busy all the year.



When the census returns showed the population of Cleveland to be 560,663 as against 533,905 for Pittsburgh, George W. Kinney, of the firm of Kinney & Levan, as president of the Cleveland Chamber of Commerce exclaimed: "Great! Fine! It means

that Cleveland will have 1,000,000 population within ten years. This is going to put lots of courage in the hearts of Clevelanders. It will make other cities sit up and take notice."



Geo. Hamilton, representing Furnivals, Ltd., was booked to leave Thursday night for the West, stopping at the principal cities.



Edward Boote, who came home from England last week, found things fairly good in the potteries. He says that while we were suffering with heat and drought the weather in England was cold and wet.



Geo. B Jones, New York representative of Johnson Bros., Hanley, England, will leave the latter part of this week for Boston. From thence he will go West.

AMERICA'S PIONEER POTTERY DECORATOR.

PLINY FISK, whose death occurred recently, was responsible for the opening of the first decorating department in an American pottery. It was established in connection with the American Crockery Co., Trenton, N. J., whose factory was subsequently enlarged and operated by the now defunct American Lamp and Brass Company. Some time before his death Mr. Fisk was asked by a reporter to describe some of the more noted incidents associated with the enterprise. He said:

"It was very early in the seventies when I concluded to open a decorating department of my own. White goods, of course, were sold almost entirely in those days. Whenever an order for decorated ware was received I was accustomed to send the pieces over to New York for decoration. One day I sent six toilet sets to James M. Shaw, and when they came back I examined them pretty closely and determined that I could have the decorating done at my own plant. With that object in view I engaged a man named Outram as head of the department. He possessed unusual talent, and under his direction a splendid exhibit was prepared for the Centennial Exposition in Philadelphia, 1876. The display elicited so much approval that the exposition authorities appointed a committee to visit my factory and make a thorough inquiry into the methods pursued. This recognition encouraged other manufacturers to experiment with their own decorating, and it wasn't long before I ceased to enjoy a monopoly of this branch of the business.

"My experience in the maintenance of a decorating department was not free from trouble, by any means. In fact, it was responsible for a radical disturbance that threatened serious embarrassment for

my plant at one time. After Mr. Outram's death I was sorely in need of a new superintendent of the decorating department. One day a young Irish girl who was connected with the department came to me and said that her brother, whose name was Pat Mahan, was superintendent of decorators in a pottery in Dublin, Ireland, and wanted to come over to this country. On her representation I brought Mahan over. But trouble developed as soon as he reached the pottery. The other decorators were exclusively English by birth, and they resented the idea of having an Irishman as boss. Persuasion and argument had no effect, and in despair I gave Mahan work merely as a decorator and allowed the department to run along without a director. But inside of a week Mahan had made himself so popular with his working mates and had so conclusively proved his artistic superiority to them that a committee came downstairs one day and urged me to appoint him as superintendent. From that time on our decorating moved along without a hitch."

Mr. Fisk smiled significantly when asked if he had noted any very great improvement in the ceramic decoration of to-day.

"I scarcely feel qualified to answer that question," he replied, "for I have followed its progress rather indifferently during late years. But I am well posted on one point. The potter of to-day doesn't command anything like the same price that he did in the early days. An eleven-piece toilet set with an overglaze transfer pattern used to net me five or six dollars. Nowadays, a set equally as good may be purchased for two dollars."

The style of ceramic decoration in vogue during the early days of Mr. Fisk's experience consisted of bands of color from one-half to two inches in width, with sometimes hair lines on either side of them. The most popular colors were pink, blue, yellow and green. A little later ground-laying was introduced. After the color had been applied to the body of the ware it was the custom to rub off a portion of it and fill in the white space with hand-painted flowers.

But printing was also an early method of decoration. A slab of molasses gum, flat in shape, was placed on top of a copper plate that had previously had its surface covered with stiff oil. After the latter had been wiped off there remained enough in the crevices of the plate to make possible an impression on the gum when the latter was laid on top of it. Then the gum with the oily imprint of the design upon it was applied to the ware. Color was then dusted on and adhered wherever the oily outlines of the design appeared.

Following this process came the printing press, which is still used in much the same manner as in the early days. The plates were then larger and the designs possibly more elaborate, but there has been no other very notable change. One of the most popular of the early patterns introduced by the printing press

was the moss rose, which enjoyed a long run in public favor.

Only coin gold was used by the decorators in the early days, for the very good reason that there was no bright gold to be obtained. English sovereigns were depended upon to furnish the gold. These were rolled into thin leaves and then deposited in a flask and converted into a powdered state by the use of acid sand mercury, which process is to a large extent still prevalent.

Concerning decorating progress in more recent years, it is almost unnecessary to write. The advent of lithography in the form of decalcomanie patterns has to a very large extent displaced the painter and the filler-in, with the consequent loss of individuality in the decorations. The art directors of the country, however, while recognizing the commercial advantages of the "decals," are anxious to devote more attention to filled-in designs and to even more ambitious free-hand effects.

HARMONY AND TEAM WORK.

OF course dollars are the concrete reward and the final proof of business success; but we live only a short interval—too short for such a grand world as nature has provided—and it pays best to combine the dollars with pleasant associates, keep good health physically and mentally, live life itself as we hurry along the path of our allotted years.

However, for each one of us to get the most out of this policy or creed we must live and act the part; work with one another in harmony and for the good of the business.

Remember, also, there are business laws, rules and customs we must keep in mind. We must observe them, for, as in the navigating of ships, there are guiding rules of navigation, organization and discipline. One of the crew is captain, some are mates; but from the captain down to the mess boy they should all feel the responsibility and do their several duties cheerfully, with a guiding desire to sail the ship safely to its port.

An intelligent crew, an effective one, should study every order from the officers with an open mind. They should be interested enough to understand each other as it relates to the progress of the ship as a whole.

Remember, no sane, intelligent captain will intentionally disable one of the crew or make them mutinous. It would cripple the sailing of the ship to no gain.

So think of and study everything in that light. Remember our guiding policy and work for the good of all, not just the dollars, for they will come if the work is done right.—*Geo. H. Eberhard, in Metal Worker.*

AT BOSTON.

LAST week marked the passing of early-Saturday closing. The inrush of people returning from vacations is apparent; more folks are on the streets; hotels and restaurants are rushed, and there is a general air of activity.

Frank Smith, crockery and glass buyer for the A. G. Pollard Co., Lowell, Mass., was in town this week.

Another visitor was James Uniack, of the Hunt CutGlass Co., Corning, N. Y. "Jim" ranks in the "popular" class with Boston buyers.

E. E. Wilgus, the New England man for the Buffalo Pottery, has gone to the plant for a few days. He will then take a trip through the West.

R. E. Phillips, representing S. A. Weller's pottery line, has returned from a New England trip.

One of the buyers with us this week was Oscar Hews, with the Union Hardware Co., Providence, R. I. The Union Co. have an extensive retail glass and crockery business.

Harry Hollender, Henry Siegel Co.'s crockery and glass buyer, had the trade and newspaper men "going" last week in pushing the fifth anniversary sale by having the newspaper office set up four pages of "copy" in the form of a circular. It certainly produced a good amount of business. Mr. Hollender leaves to-day for New York, and possibly Philadelphia.

William R. Claflin has a corking exhibition of the Niagara Cut Glass Co.'s products at 144 High street. All the patterns possess a daintiness that is required for a successful and fast-selling cut glass line, and "Billy" is doing well with it. He also represents the Huntington Tumbler Co. and the Markt & Hammacher Co.

John J. Clark, with Charles Martin, of the Roseville Pottery Co., has arrived home from a tour of New Hampshire, and says conditions have greatly improved there.

C. F. Wing & Co., New Bedford, are among the numerous New England department stores that give special attention to promoting the sale of Heisey cut glass.

The many friends of E. W. Nickerson, representing the Monongah Glass Co., Morgantown, W. Va., will be glad to know that he has practically recovered from his illness, as was evidenced by his presence in the district last week.

J. J. Reed has added a handsome line of Japanese china and a line of gold- and silver-plated jewel boxes,

ash trays, etc., to his cut glass display. Mr. Reed has been a subscriber to the CROCKERY AND GLASS JOURNAL for twenty-six years.

J. Frank Hinckley, representing several potteries and glass works, has returned from a Western Massachusetts trip. He says he found a number of buyers away attending fairs or conventions, and adds that he is going to read the "Coming Events" page in the JOURNAL hereafter.

The Jones, McDuffee & Stratton Co. have doubled their newspaper advertising space and are featuring dinner sets. They have these to retail at from \$8.50 a set of 112 pieces up to the finest grades of English china services.

John J. L. Shea & Sons, operating the cut glass works "just across the bridge," report a very brisk business on their new rose patterns. Mr. Shea and his two sons are all cut glass men of long experience.

M. F. Charles, of Reading, is the only cut glass dealer in that town.

Geo. H. Wood, manager of the china and glass department of R. H. Stearns & Co., has a special room arranged like the living room of a modern house, and sells a great many cut glass pieces as a result of the realistic display.

Tim. O'Connell, buyer for A. Stowell & Co., has returned from his Maine vacation.

Advices at Boston indicate that H. J. Smith, New England representative of Cox & Lafferty, New York, is meeting with success on his initial trip through Pennsylvania—a new territory recently assigned to him.

BELIEVE IN YOURSELF!

IT is a great thing, confidence. You must have it if you would be happy. You must believe in yourself and in your proposition, if you would go to bed light-hearted and arise properly girded for the fray.

If you worry over the criticisms of the world—if you fear your competitors—if you allow business depression to depress your nervous system—you'll be miserable.

Have confidence in yourself and in the future of your country and your business. Laugh at setbacks—they're only temporary. If defeated, smile grimly and come up again. The next time it may be the other fellow who will take the mat.

Look the world square in the eye. If it's friendly, smile and hold out your hand

Smile, plod, stick, fight, win

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
September 20, 1910.

ANTWERP		
189 packages glassware	.....	B Gunthel
1 "	"	A Berger & Co
1 "	"	Geo Borgfeldt & Co
21 "	"	C J Dierckx
19 "	"	Strobel & Wilken Co
350 "	"	Miscellaneous Orders
98 "	earthenware	Geo Borgfeldt & Co
6 "	"	Bawo & Dotter
40 "	"	L D Bloch & Co
21 "	"	Koscherak Bros
89 "	"	L Straus & Sons
7 "	"	E R Thieler
31 "	"	Strobel & Wilken Co
27 "	"	Miscellaneous Orders
148 "	chinaware	Theodore Haviland & Co
16 "	"	Vogt & Dose
18 "	"	Miscellaneous Orders
12 "	toys	B Illfelder
5 "	"	Geo H Bowman Co
13 "	"	C B R uss
8 "	"	F A O Schwartz
31 "	"	F W Woolworth
145 "	"	Strobel & Wilken Co
331 "	"	Miscellaneous Orders

BREMEN		
108 packages glassware	.....	Strobel & Wilken Co
32 "	"	Miscellaneous Orders
42 "	earthenware	Geo Borgfeldt & Co
79 "	"	Strobel & Wilken Co
467 "	toys	"

BORDEAUX		
73 packages chinaware	.....	Wm Guerin & Co
527 "	"	Haviland & Co
20 "	"	A G Moment
17 "	"	J H Venon
12 "	"	Fondeville & Van Iderstine
29 "	"	H R Churchill
4 "	"	Lazarus & Rosenfeld
61 "	"	H Kupper
44 "	"	J Pouyat Co
4 "	"	Geo Borgfeldt & Co
148 "	"	Miscellaneous Orders

COPENHAGEN		
74 packages chinaware	.....	C Kaas
4 "	"	J H Venon
18 "	"	Miscellaneous Orders
825 "	toys	Geo Borgfeldt & Co
4 "	"	Miscellaneous Orders

GLASGOW		
4 packages earthenware	.....	W S Pitcairn

HAVRE		
6 packages chinaware	.....	Haviland & Co
1 "	"	J Pouyat Co
2 "	"	Miscellaneous Orders

LIVERPOOL		
17 packages earthenware	.....	The Rowland & Marsellus Co
30 "	"	E Boote
6 "	"	H C Edmiston
23 "	"	Meakin & Ridgway
12 "	"	Bawo & Dotter
15 "	"	Ed Butler
18 "	"	Fondeville & Van Iderstine
22 "	"	Maddock & Miller
15 "	"	R Slimmon & Co
2 "	"	L Straus & Sons
5 "	"	W H Plummer
14 "	"	F W Woolworth & Co
8 "	"	Strobel & Wilken Co
71 "	"	Miscellaneous Orders
14 "	toys	Strobel & Wilken Co

HAMBURG

2 packages glassware	.....	Fensterer & Ruhe
65 "	"	Lazarus & Rosenfeld
23 "	"	Kmy-Scheerer Co
19 "	"	F Bing & Co
95 "	"	L Straus & Sons
4 "	"	Brown Bros
21 "	"	Knauth, Nachod & Kuhne
1 "	"	Froeber & Vollrath
3 "	"	Geo Borgfeldt & Co
51 "	"	O O Friedlander
14 "	"	W R Noe & Sons
104 "	"	Eimer & Amend
13 "	"	L D Bloch & Co
27 "	"	Strobel & Wilken Co
458 "	"	Miscellaneous Orders
215 "	earthenware	Geo Borgfeldt & Co
7 "	"	N Wapler
212 "	"	Fensterer & Ruhe
31 "	"	Koscherak Bros
27 "	"	J Wygand & Co
124 "	"	F W Woolworth
92 "	"	L D Bloch & Co
6 "	"	J Palme
32 "	"	H Kupper
52 "	"	Strobel & Wilken Co
287 "	"	Miscellaneous Orders
215 "	chinaware	Bawo & Dotter
12 "	"	Miscellaneous Orders
161 "	toys	B Illfelder & Co
29 "	"	G W Travers
18 "	"	F A O Schwartz
18 "	"	Samstag & Hilder Bros
17 "	"	Knauth, Nachod & Kuhne
164 "	"	Strobel & Wilken Co
387 "	"	Miscellaneous Orders

SOUTHAMPTON

7 packages chinaware	.....	Bawo & Dotter
42 "	"	H Creange
14 "	"	Ceramic Importing Co
67 "	"	Miscellaneous Orders

LONDON

23 packages toys	.....	Strobel & Wilken Co
17 "	"	Geo Borgfeldt & Co
2 "	"	Miscellaneous Orders

TRIESTE

27 packages toys	Geo Borgfeldt & Co
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ROTTERDAM

6 packages earthenware	Bawo & Dotter
3 "	"	L D Bloch & Co
7 "	"	Lazarus & Rosenfeld
178 "	"	Geo Borgfeldt & Co
97 "	"	Miscellaneous Orders
55 "	glassware	Graham & Zenger
24 "	"	Miscellaneous Orders
84 "	toys	F A O Schwartz
150 "	"	Samstag & Hilder Bros
11 "	"	A Steinhardt & Bro
128 "	"	B Illfelder & Co
286 "	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

38 packages earthenware	.....	Jones, McDuffee & Stratton Co
8 "	"	Meakin & Ridgway
13 "	"	A W Chesterton
11 "	"	Pitt & Scott, Ltd
5 "	"	Jordan Marsh Co
30 "	"	F H Griffin
2 "	"	American Express Co
1 "	"	Miscellaneous Orders

GENOA

81 packages earthenware	Olorato Consumano
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The New York Crockery and Glass District.

Herman C. Kupper is advising his customers that orders placed now can be delivered in time for holiday trade. His showing of moderately priced dinnerware is exceptional. The spray decorations on fancy shapes are extremely neat, while the garland decors, shown principally on the plainer shapes, are about as tasteful as can be found anywhere. For those buyers who are in search of something rich and elaborate in Limoges-china there is a large sample line of plates and dinnerware in gold incrustations and relief work that for variety of style and coloring would be hard to match.

Cox & Lafferty are showing some special low-priced dinnerware this week. These sets are not for open stock, but are a close-out from a number of domestic potteries. Buyers who want snaps in tea and dinner sets for special sales will do well to look these up.

Robert Slimmon & Co. are showing, among other things, a very attractive display from J. H. Weatherby & Sons. For many years this firm has had a reputation for plain prints under glaze, and today is doing a large business in popular patterns, some of which have run as long as eight years, and are likely to continue for another eight. The body is good, the decoration is carefully done, and the ware is sanitary. Among the patterns are the Maltese, Linden and Hudson. The latter is one of the later ones on the "Superb" shape. Open stock patterns like these are very desirable for retailers, as they run uniform in shape and color year in and year out. The house does not confine itself to plain prints, but shows a large line of enamels and enamel and gilt.

The crockery men have long disliked the wooden pavement on Park Place, Murray and Warren streets, because when wet or covered with snow horses cannot find a sure footing. On Tuesday a big truck with a column of iron weighing several tons crawled up Park Place. It was all that the six horses could do to move it. A watering cart came along shortly afterwards and sprinkled the street. Then another six-horse

team came along with a second column, and when half way up became stalled. Ashes were strewn over the street, but the horses continued to slip and fall down, and it was not until four more horses were added that with much cracking of whips and loud "get-ups!" the truck was moved. A big crowd watched the operation, and for a time business was suspended.

There are some excellent things in the last importation of Edward Boote, now being unpacked. Buyers who do not examine the new samples on display will make a sad business mistake.

A. A. Vantine & Co. have just opened their new samples of Japanese goods. In "Kinran" ware the new patterns are more beautiful than anything yet produced in this remarkable line, which grows more popular every season. The array of tableware is larger than usual and contains many new departures in the way of ornamentation. There is a white and gold set which, while characteristically Japanese, has a modern touch that takes it out of the ordinary. Its decorative motif is the lotus in the impressionist style, and it is certainly very attractive.

L. Bernardaud & Co. have sent Harry Churchill, their New York representative, the finest lines of ware the factory has ever put out, which is saying much. Their newest shape, "Priscilla," has a narrow arabesque border in two greens and a red which is novel both in color and treatment. The same pattern is shown illuminated, and is very brilliant. Another is in incrustated and relief gold, picked out with small ovals in turquoise blue. An unusual pattern is one with a gold border and line on the shoulder, and square panels containing bright flowers. One of the newest treatments shows graceful green leaves between bands of gold, separated by a small gold figure. It is extremely rich. Another in ivory and gold with a Moorish design is very attractive. There is a short line of fancy pieces in octagon shape and an array of most beautiful floral designs. They are also showing

a Paris novelty in solid colors—red, pink, green, and purple—with gold handles. Every prominent shop in the French capital is featuring this latest treatment of pottery. The whole line is odd, unique and up to date.

J. H. Venon has received additional samples of his Swedish glass line, including many vases and new shapes and decorations in drinking glasses. There are more than fifty rock crystal patterns. He has gone far afield for subjects, and has selected ornamentalations that have never been seen on glass before. The line is replete with good things and at prices which command attention. From Martin Freres he shows a new square shape called the "Franklin." The ornamentation is in neat bands in various colors, making one of the most attractive dinner sets that the pottery has ever turned out. Something entirely new in ten-inch service plates is also on display. The designs are rich and elegant, showing both incrustated gold and color decors. Next week he will have some new things in Swedish china for the trade's inspection.

Bates & Ledden have just received samples of the new line of steins which the Guernsey Earthenware Co. has put upon the market. The steins are 'all right.'

Edward O. Coles, general sales agent for J. Morgan & Sons, has been doing some pretty rapid work lately. A short time ago the Brooklyn factory turned out a sample gas electric portable that W. J. Peterson, the superintendent, had invented. Realizing that this fixture was different to anything heretofore shown, Mr. Coles immediately had about two dozen made up to "feel" the market. Orders are now coming in in numbers, and he believes that a good business is bound to be done on it.

There has been a decided increase in the business done by the Fostoria Glass Co. on medium-priced lamps. This, they state, is due to the fact that the dealer is now coming into his own. The people, instead of obtaining their lamps through coupon and trading stamp methods, are more and more purchasing direct, and dealers are quick to notice and take advantage of this. One of the strongest features of the line shown by the Fostoria concern is its moderate price. It has been brought out with the idea of making it the lowest-priced line on the market for the quality.

POTTERY FIRES.

OUTE a serious fire occurred Sept. 15 at the plant of the Yellow and Rock Pottery Co., Philadelphia. An overheated kiln is believed to have ignited some woodwork, and the flames then spread to a shed in the yard. The total loss is estimated at \$5,000.

The two-story brick building occupied by the Anchor Pottery at Trenton, N. J., was gutted September 14. The loss is estimated at between \$2,000 and \$3,000, fully covered by insurance.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- Miss M Goodwin, with R H White & Co, s, Boston. 41 Union square.
- W L H Ledger, with Brown Thomson & Co., hf, Hartford, Conn. 2 Walker.
- H M Troupe, with Clarke Bros, hf, Scranton, Pa. Hoffman House.
- C N Greaza, with Field, Schlick & Co., c, St Paul. 31 Union square.
- H A Koll, with A Hamburger & Sons, c, Los Angeles. 487 Broadway.
- E L Chamberlain, with Jones Dry Goods Co., s, Kansas City, Mo. 15 East 16th.
- F W Gardner, with Famous, c, g, St Louis. 4 Washington Place.
- W F Halliwell, with C T Sherer Co c, g, Worcester Mass. Hermitage.
- T P Le Pard, with Brown, Thomson & Co, s, Hartford Conn. 2 Walker.
- Jas H Wakelin, of McAuslan & Wakelin, t, hf, Holyoke, Mass. Navarre.
- E E Schleh, with Thompson, Gibson & Co, hf, Williamsport, Pa. 817 Broadway.
- A B Sutherland, of Roberts, Sutherland & Co, t, Lawrence, Mass. 55 White.
- Coleman E Adler, New Orleans.
- Julius Goldstein, l, Mobile, Ala.
- E D Garrison, with Sanger Bros, l, Dallas, Tex. 15 Mercer.
- J C Mizer, with B H Gladding D G Co, c, Providence, R I Park Ave Hotel.
- J F Leary, with J Samuels & Bros, c, hf, t, Providence, R I. Herald square.
- J B Hartford, with Gilchrist Co, s, t, Boston. 55 White.
- F H Sturtevant, with Forbes & Wallace, hf, c, t, Springfield, Mass. 2 Walker.
- J F Starrett, with R A McWhirr Co, s, Fall River. 75 Spring.
- J F Stafford, of J F Stafford & Co, c, g, Rochester, N Y.
- J P Willis, with E O Zadek Jewelry, Co, c, Mobile. Ala
- Carolina Hardware Co, c, Georgetown, S C.
- L Lechengre, c, Houston, Tex. Breslin.
- T O Hamblin, c, g, Penn Yan, Pa.
- W B Graves, of R B Graves & Bros, c, g, Memphis, Tenn.
- J H Sipp, Pasadena, Cal.
- H I Belcher, with Jordan Marsh Co, s, Boston. 31 Union square.
- Jas J Hanning, with Jordan Marsh Co, c, Boston. 31 Union square.
- A Ainsworth, with Blanchard, Young & Co, c, t, Providence, R I. Bway Central.
- L Hammel Dry Goods Co hf, Mobile, Ala. 66 Leonard street.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Manufacturers hereabouts are surprised at the volume of glass that is being used nowadays for premium purposes. During the past year this business has taken a spurt that is little short of wonderful, and the demand appears to be increasing rather than abating. While some very good grades of glassware are being used, the volume of pressed ware that is being sold for premium purposes is immense. One of the most recent additions to the glass premium business is a Western soap manufacturer who has placed an order for thousands of barrels of goods—mainly table sets. While as a rule these goods are sold at a close margin, the volume is so very heavy that the profit amounts to considerable in the aggregate.

The McKee Glass Co., of Jeannette, has added a number of items to its new rock crystal line, and still others are planned.

The Glass Utilities Co. has been formed here with a capital stock of \$10,000 by C. D. Scully, of this city, and M. E. and J. W. Cruikshank, of Oakmont, Pa. The real object of the concern has not been announced, but a statement is anticipated within a few days.

Because of the shortage of small help in many of the glass factories, caused by many of the boys returning to school, manufacturers are advertising for boys, one firm in the district placing "want ads" for fifty.

The demand for pressed goods is so heavy that on some of the tumbler lines prices have been advanced. Where a discount of twenty per cent was available heretofore this has been reduced in some instances to ten, and where ten per cent was given the quotations are now at list for a base. Such action was foreshadowed in this department of the JOURNAL some time ago, and many buyers took advantage of the report and anticipated their wants.

The Jefferson Glass Co., of Follansbee, W. Va., have opened an exclusive sales office in Pittsburgh,

located in room 622 Lewis Building, Smithfield street and Sixth avenue, which will be devoted exclusively to the exhibit of the company's product both in tableware and illuminating glassware. The office is in charge of Thomas R. Crock, a well-known glass man of many years' experience.

A new pressed fern dish in iridescent glass, with an enameled tray as a holder for the plants, was shown here last week.

William Mosher, with Sibley, Lindsay & Curr, Rochester, N. Y., spent a few days here last week.

Mr. Edwards, of the New York Coffee Co., was here for several days closing specifications for early deliveries of his pottery and glass requirements. He placed heavy orders for both lines.

Frank E. Freese, auditor of the United States Glass Co., has retired from the service of the company after being identified with its commercial department for nearly twenty years. He will hereafter be associated with the Ripley Glass Co., and will be at the head of the commercial department of that concern. When the United States Glass Co. was formed, Mr. Freese started with it as bookkeeper; but his ability soon earned him promotion, and he was ultimately placed in charge of the credit department. His successor is William H. Hoffman, who has been assistant to Mr. Freese for several years. The Ripley Co.'s general offices in the House Building are open and are now in charge of Mr. Freese.

The Oriental Glass Co. is having a heavy run on souvenir goods for fairs this season, the demand being quite up to that maintained all summer. The working exhibit at the Pittsburgh Exposition is very interesting, and the company is securing considerable outside bulk business as a result of its display.

The new prices for stem and etched ware put into effect some time ago are being maintained by all manufacturers, and there is no more howling on the part of buyers about the inequality of trade discounts

on these lines. Both buyers and manufacturers admit that the new conditions are of vast benefit to the trade, for both sides now know exactly where they are at.

A recent report issued by the Government shows that West Virginia ranks fifth among the glass-producing States. Fairmont, Morgantown and Wheeling are the three largest glass-making cities in the State.

The United States Glass Co. is showing a new line of decanters, jugs, covered butters, creams and sugars—all of the popular-priced variety—and the line is being bought liberally.

C. H. Blumenauer, president of the Jefferson Glass Co., Follansbee, W. Va., was in the district last week, and left for a brief business trip through southern Ohio.



Bellaire, O. Trade conditions with the Imperial Glass Co. were never more favorable than this season. The plant is running full time, and orders for immediate and future shipments are coming in rapidly.



Muncie, Ind. All the various Indiana glass factories are preparing to resume operations after the summer shutdown, and orders are declared to be so plentiful that a full season's run now seems practically assured in all cases.



Coshocton, O. The Coshocton Glass Co. will be called upon to answer twenty-seven affidavits alleging child labor law violations filed against it by the State shop inspector. One of the violations alleged is failure to comply with that part of the law requiring firms to make written contracts with juvenile employees, stating the wages and hours of employment.



Texarkana, Tex. Work on the glass factory here is progressing rapidly, and the company expects to have everything in readiness to begin operations by Dec. 1. It is announced that the Board of Trade and the Boosters' Club will take the first run of glass, and will arrange to have inscribed on each piece, "Made in Texarkana," and utilize the same by way of advertising Texarkana as a manufacturing center.



East Liverpool, O. A proposition is to be made to the Board of Trade here which may result in the starting of the former Specialty Glass Co.'s plant, where fourteen pots filled with nearly fifty tons of glass are at present

idle. Charles Rodefer, who was operating as the Buckeye Tumbler Co. at Shadyside, O., will not locate in Cameron, W. Va., as reported, but plans to take up the local proposition. It is contended that this would be a good point for a glass factory, as combined shipments of glass and pottery could be made, either in bulk or smaller quantities.

EXPERIMENTING WITH OIL AS FUEL.

OWNERS of Trenton potteries are watching with interest experiments that are being made in firing kilns with crude oil instead of coal in different parts of the country. The Lenox will be the first to adopt the method in Trenton. The trial will probably be made within the next few days. Should this be successful the other local plants, including the Trenton Potteries Co., will rapidly install the apparatus. A new plant at Abington, Ill., has built kilns for the use of oil, and the pottery at Tiffin, O., in which the Coxons of Trenton are interested is also experimenting.

Should oil come into general use, fewer men will be required to attend the kilns, and the expense of carrying away refuse will be obviated. The wear and tear on the brick lining caused by the adhering clinkers will also be escaped.

A few years ago the Standard Oil Co. fitted up a kiln at the International Pottery to burn oil, but inability to maintain a uniform heat led to its being discarded. The presence of carbon was also a fault. The late J. Hart Brewer also fitted his Western plant to do away with coal, but later had to return to it.

A new burner has been invented which it is believed will overcome many features that were formerly objectionable in the oil. But as a kiln of ware is costly, most of the firms are going along very cautiously.

THOSE PRESENT.

AT the Atlantic City conference of cut glass manufacturers and workers last week the following manufacturers were represented: Libbey Glass Co., Toledo, O.; American Cut Glass Co., Lansing, Mich.; J. H. Herfeldt Cut Glass Co., Brooklyn, N. Y.; Shot-ten Cut Glass Co., Brooklyn; Louis Levien Cut Glass Co., Jeannette, Pa.; Quaker City Cut Glass Co., Philadelphia; Enterprise Glass Co., Elmira Heights, N. Y.; Empire Cut Glass Co., Flemington, N. J.; H. C. Fry Glass Co., Rochester, Pa.; Phoenix Glass Co., Monaca, Pa.; Campbell Cut Glass Co., Brooklyn; Jewel Cut Glass Co., Newark, N. J.; Fostoria Glass Co., Moundsville, W. Va.; McKee Glass Co., Jeannette, Pa.; Gleason Glass Co., Brooklyn; Gillinder & Sons, Philadelphia; John Kunzler, Pittsburg.

COMING EVENTS.

[Traveling salesmen are often annoyed to find a fair or convention in progress in some city they propose to canvass, and of which they have had no notice. We publish a list of gatherings scheduled in the near future, so that salesmen may avoid such towns on the dates that they are held.]

Fair, Seymour, Wis., Sept. 27, 28, 29.
 Reunion 23rd Ind. Regimental Ass'n., New Albany, Ind., Sept. 29, 30.
 Fair, Niagara Falls, Ont., Sept. 29, 30.
 Convention Christian Endeavor, Springfield, Mass., Sept. 27 to 30.
 Fair, Coffeyville, Kan., last week in September.
 County Fair, Colfax, Wash., Sept. 26 to Oct. 1.
 Tri-county Fair, Humboldt, Tenn., Sept. 26 to Oct. 1.
 Tri State Fair, Evansville, Ind., Sept. 28 to Oct. 1.
 Convention Merchants Assoc., Northampton, Pa., Sept. 28th.
 Fair, Monmouth, Me., Sept. 28.
 Convention Brotherhood of St. Andrew, Nashville, Tenn., Sept. 28 to Oct. 2.
 Convention W. C. T. U., Grand Forks, N. D., Sept. 29 to Oct. 2.
 Fair, Rochester, N. H., Sept. 27 to 30.
 The Spokane (Wash.) Interstate Fair is to be held on October 3rd, 4th, 5th and 6th.
 The Directors of the Kutztown (Pa.) Fair Association are making extensive preparations for the sixth annual fair which is to be held on October 4th, 5th, 6th and 7th.
 Fair, Falmouth, Ky., Sept. 28 to Oct. 1.
 The Amer. Prison Association convention, Wash, D.C., Sept. 29th to Oct. 2nd.
 Indian Methodist Conference, at La Porte, Ind., Sept. 27th to Oct. 3rd.
 State Convention, W. T. C. U., at Attleboro, Mass., Oct. 11, 12, 13.
 Fair, Richfield Springs, N. Y., Sept. 26, 27, 28.
 State convention of Christian Endeavor Societies, Rochester, N. Y. on Oct. 4, 5, 6.
 Fair, Reading, Pa., Sept. 27 to 30.
 General convention of Protestant Episcopal Church, Cincinnati, O. on Oct. 6.
 Fair, Kendallville, Ind., Sept. 26 to 30.
 The Southern Appalachian Good Roads Convention, Knoxville, Tenn., on Oct. 5 and 6.
 Fair, Powhattan, Va., Sept. 27, 28.
 Convention Vermont Electrical Association, Brandon, Vt., Sept. 28, 29.
 Fair Patriotic Sons of America, Dunellen, N. J., Sept. 29 to Oct. 1.
 County Fair, Poughkeepsie, N. Y., begins Sept. 30.
 Trade extension excursion Wholesale Dealers' Committee of Grand Rapids Board of Trade, Grand Rapids, Mich, Sept. 27 to 30.
 Convention New England Cigar Makers, Lawrence, Mass., Oct. 7, 8, 9.
 Convention State Columbus Society, Hazleton, Pa., Oct. 11 to 13.
 Convention Railway Signal Association, Richmond, Va., Oct. 11 to 13.
 Convention Christian Endeavor Union, Fort Smith, Ark., Oct. 25, 26, 27.

Convention Mich. Retail Druggists' Association, Kalamazoo, Mich., Oct. 4, 5.
 State convention Bankers' Association, Cairo, Ill., Oct. 26, 27.
 Columbus Day celebration, Holyoke, Mass., Oct. 12.
 Fair, Carlisle, Ark., Oct. 17 to 21.
 Buffalo Industrial Exposition, Buffalo, N. Y., Oct. 3 to 15.
 Celebration, Perth Amboy, N. J. Oct. 12, Columbus Day.
 County Fair, Oxford, N. C., Oct. 26, 27.
 Home-coming week, Raleigh, N. C., week of Oct. 17 to 22.
 Industrial Fair, Plainfield, N. J., Oct. 26, 27, 28.
 County Fair, Chesterfield, Va., week beginning Oct. 24.
 County Fair, Aiken, S. C., Oct. 30 to Nov. 6.
 Celebration, Huntington, Ind., Oct. 12 Columbus Day.
 County Fair, Morrilton, Ark., Oct. 18 to 21.
 Convention State Sunday School Association Rutland, Vt., Oct. 11 to 13.
 County Fair, Charlotte, Mich., Sept. 27 to 30.
 State Convention Federation of Labor, Danbury, Conn., Oct. 11 to 14.
 Reunion Elks, Charleston, W. Va., Sept. 28, 29.
 State convention Christian Endeavor Union, Seaford, Del., Oct. 20 to 21.
 Grange Fair, Methuen, Mass., Sept. 28, 29.
 State convention Knights of Pythias, Wilmington, Del. Oct. 20.
 Fair, Housatonic, Mass., Sept. 27 to 30.
 Convention Order of Red Men, Ottumwa, Ia., Oct. 10 to 12.
 Fair, Plymouth, N. H., Oct. 4 to 6.
 Annual Convention of Oregon Postmasters, Portland, Ore., Oct. 13 and 14.
 Union Grange Fair, Plymouth, N. H., on Oct. 3, 4, 5, 6.
 Mechanics' Fair, Boston, Mass., during entire month of October.
 Farmers, and Mechanics' Fair, Pepperell, Mass. Oct. 6.
 County Fair, Lancaster, Pa., Sept. 27.
 Italian-American celebration, Bound Brook, N. J., Oct. 12.
 Fair, Leighton, Pa., Sept. 27, 28, 29, 30.
 The firemen of Hatfield, Mass., have decided to hold their muster in that town on October 8th.
 County Fair, Cullman, Ala., Sept. 28 to Oct. 1.
 The Wisconsin Master Bakers' Association will hold their next annual convention in Milwaukee, Wis., on October 18th, 19th and 20th.
 Fair, Hingham, Mass., Sept. 27, 28.
 The committee in charge of the annual fair of Capt. Horace Niles Post, G. A. R., have decided to hold their fair in Stetson Hall, Randolph, Mass., during the week of October 24th.
 Fair, Rochester, Mass., last four days of Sept.
 Agricultural Fair, Thompsonville, Conn., begins Sept. 28.
 Home-coming celebration, Brazil, Ind., Sept. 26 to Oct. 1.
 Conventic Christian Endeavor, Trenton, N. J., Oct. 6, 7, 8.

Convention Federation of Women's Clubs, Oshkosh, Wis., Oct. 26, 27.

Convention State Firemen's Association, Altoona, Pa., first week of Oct.

Discovery Day celebration, Elmwood, Ind., Oct 12.

Grand Encampment, I. O. O. F., Junction City, Kan., Oct. 11.

Big Parade of police, firemen, etc., Philadelphia, Pa., Oct. 1.

Columbus Day celebration, Yonkers, N. Y. Oct. 12.

Street Fair and Carnival, Jasper, Mo., Sept. 27, 28, 29.

Agricultural Fair, Belchertown, Mass., Oct. 12.

Centennial Celebration, Cleveland, O., week beginning Oct. 10.

State Fair, Columbia, S. C. Oct. 31 to Nov. 4.

State Parade and 10 days' Carnival, Knights of Columbus, Bridgeport, Conn., opening Oct. 12.

State Fair, Hot Springs, Ark., Oct. 10 to 15.

Field Day of Red Men, New Bedford, Mass, Oct. 12.

County Fair, Burlington, Vt., Oct. 5.

Celebration, Rutland, Vt., Columbus Day, Oct. 12.

Fair, Pepperell, Mass., Oct. 6.

Grand Encampment, I. O. O. F., Fond Du Lac, Wis., Oct. 11, 12.

County Fair, Fonda, N. Y., first week in Oct.

Inter-Mountain Fair, Boise, Ida., Oct. 10 to 15.

Celebration, Columbus Day, Worcester, Mass., Oct. 12.

Celebration, Columbus Day, Waterbury, Conn., Oct. 12.

Celebration, Columbus Day, Dunkirk, N. Y., Oct. 12.

State Fair, Birmingham, Ala., Oct 6 to 15.

Mardi Gras, Fort Wayne, Ind., Oct. 5, 6.

Field Day and exhibition, Ashland, Mass., Oct. 12.

Columbus Day celebration, Lawrence, Mass., Oct. 12.

Columbus Day Celebration, Chisholm, Minn., Oct. 12.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

AN Air cut glass salesman wanted January 1, 1911, for choice western territory. Our line is popular-priced and well-established. Replies considered confidential. Address LAUREL CUT GLASS Co., Jermyn, Pa.

BUSINESS OPPORTUNITIES.

WANTED—A competent young man not over thirty-five years of age, thoroughly conversant with the crockery, china and housefurnishing business, as salesman for an old-established business handling the largest and best trade in the city. Must have \$5,000 to \$10,000 to enter corporation. Location of store considered one of the best. Long lease. In one of the most promising, active cities on the California Coast. This is a wonderful opportunity for a sober and competent man with good references. State age, experience, whether married, and give references with inquiry addressed to CALIFORNIA, this office.

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NEW YORK, SEPT. 29, 1910.

THE CONDITION OF BUSINESS.



Trade continues to improve, though New York. not in a very large degree. In the warerooms of this city an increased demand is noted in the form of repeat orders from the city and near-by trade—an excellent indication, by the way, of the condition of business. The fact that retailers are sending in sometimes twice a day for small lots tells a graphic story. Another evidence of low stocks is found in calls from various parts of the country for duplicates of goods imported this fall. In the majority of cases these demands come too late for fulfilment, but the urgent letters asking that they be shipped if possible show what straits some dealers are in.

Visiting buyers, although not in large numbers, have placed some very good orders, and better business is being received from travelers.

As has been the case for a long time, the best business is coming from the medium-sized cities and towns, although some of the larger places in the West are responding in a gratifying way. Not as much can be said of the East. Whether it is because business is being overdone by the department stores, or because for the time being householders are well supplied, no one can tell. It remains, however, that cities of the first class in the East are not buying very heavily. Our reports from the Pacific coast show that business is improving there very rapidly, and some of the big jobbing houses are busy.

The demand for German fancy goods in the cheaper grades is not very large. Stocks are light at first hand, and buyers who are waiting for bargains or cut prices are liable to be disappointed. The call for dinner ware is reasonably good.

Owing to the late arrival of new French samples, traveling men are only just getting out, and business up to date in this line has been very slow; but better things are looked for within the next ten days.

Travelers carrying English earthenware are meeting with fair success, and are doing about the same business that they did last year. English china still continues in big request, and there is no complaint coming from importers of this line.

The sales of American crockery are the biggest for many years, and it is estimated that the figures this season will exceed those of 1907 by many hundred thousand dollars.

Glass manufacturers are jubilant over the way the advance in pressed glass was received, and only sorry they did not raise prices sooner.

Blown ware is still in active demand, and prices are better than they have been.

Cut glass is receiving much attention at the hands of dealers, particularly in the medium grades, and rock crystal is going well.

The demand for lamp goods is fair, and there has been a big improvement in the sales of portables, electroliers and chandeliers. High-grade goods are receiving considerable attention.

Retail trade in New York still lags. Some of the big dealers claim that the unusually warm weather which has prevailed for the last two weeks has detained at their country homes many who would have been otherwise back in the city. Every year the sojourn in the country or at the seaside is more and more prolonged. A few years ago Labor Day was the end of the summer season. It is now extended to the first of October.

Big railroad earnings, general employment of labor, and easy money, all point to a healthy condition throughout the country.

No change in business conditions was experienced during the past week, and local manufacturers are all enjoying big business. Many large orders are being received, and that they are being filled was demonstrated a few days ago by the congestion at the Pennsylvania Railroad freight station. Freight Agent Morrison confessed last Saturday that the demands made upon him in the matter of handling freight expeditiously were in the past week more than his facilities could cope with—which speaks volumes for conditions generally. "Lots of freight," said Mr. Morrison, "means lots of confidence and a bright outlook for the future."

The demand for the higher priced lines of glassware at this season is an indication as to the requirements of the retail trade for the late year-end buying. Cut glass is moving nicely. Etched ware is also moving well, and the demand for the more common grades of tableware is quite up to that of normal times. All factories are evidently well supplied with business, for all are working steadily. The increased price now demanded for pressed lines is not expected to keep the orders down. Collections show an improvement.

The demand for decorated ware with some of the Western pottery manufacturers is such that the decorating shops are being worked nights. The fall season as a whole promises a good return for all manufacturers. Salesmen as a rule are sending in good business, and it is reported that some potteries are receiving more orders than their daily shipments total.

PAY what you owe, and you will know how much you are worth.

AT BOSTON.

A TRIO of distinguished trade members here this week were Charles J. Noke, assistant art director of the Royal Doulton factory, William S. Pitcairn, its United States representative, and "Eddie" Ledger, his popular traveling man.

H. Davis, owning a crockery and glass store at Rockland, Maine, gladdened the hearts of some of the local wholesale boys this week by leaving orders.

E. J. Tucker is now home from a trip for Chase & Francis, but will leave again shortly. Joe Pindar has gone to the White Mountains to shoot bears—if he sees any. Incidentally he will add to his collection of colored maple leaves.

Another out-of-town purchaser to visit the wholesale trade was Mr. Bunker, for J. M. Stewart & Sons, Concord, N. H.

O. C. Coon, of Lowell, Mass., who maintains a good cut glass display in addition to his jewelry, says that nothing equals the popularity of cut glass for wedding presents.

H. P. White, of Farmington, Maine, was seen this week in the Boston market.

Henry T. Edwards, Boston man for the Fostoria Glass Co., reports a heavy sale on their silver deposit glassware. Initial trial orders have been followed by substantial ones in a number of cases.

The visiting list was large this week, as follows: Charles F. McDonald, with the Mercer Pottery Co., Trenton, N. J.; John C. Fisher, with Fondeville & Van Iderstine, New York; A. Gredelue, of Baccarat glassware fame, New York; W. C. R. Williamson, with the Onondaga Pottery Co., Syracuse, N. Y.; Joseph Iron, with the Flozel Decorating Works, New York; Wm. W. Bonneau, with the Somma & Engelman Co., New York.

G. E. McFarlin, manager of the Boston headquarters of the Pittsburgh Lamp, Brass and Glass Co., reports an exceedingly gratifying volume of business on their many new styles.

The United States Glass Co. are showing at their Boston warerooms two exceedingly dainty examples of deep plate etching—a goblet in the "Baroness" pattern and a cafe parfait in the "Duchess" pattern. An excellent business is reported by Murt S. Wallace, manager.

R. H. White & Co. are selling lots of fern dishes with metal lining by the simple expedient of including a fern with the purchase.

The New York Crockery and Glass District.

L. Straus & Sons, who have a national reputation for their cut glass, are making a wonderful display just now. Their combinations of rock crystal and mitre cuttings show some very remarkable effects. Exquisite taste is shown in the designs, and the workmanship is of a very high grade. There are many new useful pieces aside from the commonly-used articles, among them being a crackers and cheese plate, salad bowl and plate, and a number of small items which can be used for various purposes. Besides these there are full lines of tumblers, stem ware, and bar goods. "Straus cut glass" has been well advertised, and consumers all over the country know and ask for it. Consequently, it behooves dealers to have it in stock. In addition to their own cuttings they carry a large line of Bohemian ware in small articles such as knife rests, salts and peppers, etc., and a most extensive line of ornamental Bohemian glass.

Porcelaines G. D. A. announce that their full line of fall patterns will be ready for observation October 3. A description of these goods will appear in this column next week.

The new goods from Wm. Guerin & Co. are in, and the line is full of good features, from the cheapest single color decoration up to the most elaborate gold-incrusted and raised paste-gold design. Notable among other things is their line of eleven-inch service plates. One in particular has a broad border made up of crown-shaped panels separated by a gold incrustation and overlaid with gold. It is underglaze blue, and is one of the richest and most effective patterns we have seen. All kinds of decorations are to be had on these plates, and at prices that will suit every purse. In white and gold dinner lines they have so many patterns that it is hard to particularize. Some are incrustated, some have incrustations and printing, and others have raised paste-gold work. In their lower-priced dinner ware there are some new borders which are novel in effect and very cheap. One of the most striking has a very light green background with pink and gold decorations over it. In prints there are floral effects, geometric patterns, and

combinations of both. Altogether the Guerin line this year is the strongest and best they have ever put out.

Cox & Lafferty have just received some Japanese vases that are particularly good for the money. The showing this concern is making of special goods in Japanese ware is very strong. The trade should take advantage of the stock they have for immediate delivery at import prices.

An immense display of cut glass dominates the main floor of Bawo & Dotter this week. Wine, liquor and water sets are tastefully arranged on mirror plateaux; while jugs, carafes, vases, punch bowls, odd-shaped pieces, large and small, are shown in an infinite variety of sizes, shapes and cuttings. A thirty-piece assortment known as the "Victory" is one of the specials featured.

Perhaps the most notable of the new things from A. J. Wilkinson, Ltd., at the warerooms of Robert Slimmon & Co. is the "Ming" decoration on dinnerware. It is a clever design, and quite Oriental in character, as its name implies. A rather stout and irregular branch of a tree with foliage on offshoots is the subject, and treated as it is in colors makes an effective decoration in Japanese or Chinese style. The beauty of the "Ming" pattern is in its color scheme, which is skillfully carried out. It looks well either on white or shaded grounds.

The name "Burleigh" in connection with English dinnerware has come to have as distinctive a meaning as "Knox" applied to hats. Burleigh ware is sold in this country by Geo. F. Bassett & Co. It is famous for its fine underglaze decors, for which the body is especially adapted. The line embraces a wide range in shapes, and the decors are specially designed for the particular shapes which carry them.

The new Vantine line of novelties, art goods, etc., is now on view, complete, and ready for spring importation. "Kinran, the jewel of porcelains," as it is sometimes called, is very much in evidence in

the display, and contains many new and very artistic designs.

Edward O. Coles, general sales agent for J. Morgan & Sons, is making a grand clean-out of all the odd hammered brass art glass fixtures now hanging in his showrooms. They are in no way shopworn or imperfect, and are being disposed of because of the need for more room to display the new styles in "modern stained glass." Quite a number of very good bargains can be picked up if immediate action is taken.

William A. Dougherty, manager of the New York office of the Consolidated Lamp and Glass Co., is showing a number of pieces of lighting glassware made by a new patented process of tinting. Thus far the new decorative process is in evidence on seven pieces; a ceiling bowl, electric ball, two Tungsten shades and three sizes of electric shades. The salesmen are now reporting record sales on these goods, and the Coraopolis factory has made preparations to handle a big business.

A. Gredelue spent a considerable part of his time while abroad in superintending the manufacture of certain pieces of glassware, made after his own designs. These, which are now on the shelves of his showroom, are the finest samples of Baccarat glassware that have ever come to this country. The complete line—stemware, tumblers, vases, etc.—shows up to good advantage. Beautiful designs in gold combinations with imitation pearl, ruby and green, are seen in many of the samples.

The principal point about the new importations of the Art China Import Co., aside from the fine quality of the bone china, is the attractive and graceful shapes, many of which were made after Mr. Freudenfel's own ideas. The assortment of dinnerware is a comprehensive one, and among the many patterns it would be hard to find one that does not possess sufficient individual merit to place it above the average.

FIRMS SEEKING CATALOGUES.

AT Jefferson, O., Hamilton & Ruggles want catalogues of glassware, pottery, china and housefurnishings.

William Doelle recently purchased Irondale (Wash.) Furniture and Hardware Co.

W. G. Faulkner, Bickleton, Wash., recently suffered loss by fire.

Sandsness, Son & Co., Canby, Ore., new, dealing in domestic pottery and glassware.

W. R. Hawley & Co., Webster, N. Y., will handle china and glassware in connection with hardware business.

Catalogues requested of domestic pottery, china and glassware by Spadt Bros., of Crete, Neb.

Homer W. Tuggle, of Macon, Ga., housefurnishings, domestic pottery and glass.

F. A. Shields, who bought the business of Davidson & Co. at Glasco, Kansas, housefurnishings, domestic pottery and glass.

Grand Rapids Furniture Co., Charleston, W. Va., removed to new location and enlarging stocks.

Enamel ware, tinware, domestic pottery, glassware and china catalogues sought by The Evanston Hardware Co., Evanston, Wyo.

A. K. Hutchinson Furniture Co., Colorado, Texas, domestic pottery, tinware, glassware and housefurnishings.

Corning Hardware Co., Corning, Ark., formed with \$8,000 capital, desires catalogues of housefurnishings, pottery and glassware.

Watson Hardware Co., Hamburg, Ark., catalogues of pottery, glass and housefurnishings.

Domestic pottery featured by the Campbell Bros., of Bowling Green, Mo.

T. F. Bridges Hardware and Furniture Co. have opened at Portland, Ore.

Shepherd Mercantile Co., catalogues of housefurnishings, pottery and glassware.

L. Wassink, of Sunfield, Mich., will add a line of domestic pottery and glass to his hardware business, recently purchased from E. L. Cole.

OBITUARY.

DAVID FROELICH, president of Ludwig Baumann & Co., the large furniture and crockery dealers on Eighth avenue, this city, died suddenly Sept. 22 at his summer home in Long Branch, N. J., aged forty-seven. Mr. Froelich started with the firm as a book-



DAVID FROELICH.

keeper, and had been with them for more than thirty years. He was a man of unusual executive ability, very genial, and was much respected by all who knew him. He married the daughter of Ludwig Baumann, founder of the company. Besides his widow, he leaves four sons. Funeral services were held on Sunday at 826 Lexington avenue, this city.

LOUIS LEVIEN CUT GLASS CO. IN TROUBLE.

A PETITION in bankruptcy has been filed against the Louis Levien Cut Glass Co., 33 Murray street, this city, and Jeannette, Pa., by McKee-Jeannette Glass Co., \$13,000; Pike Mfg. Co., \$150; A. B. Miller & Son, Jeannette, \$45, and John Ely, Jeannette, \$1,500. The company claim to be solvent, and say that the bankruptcy petition will be contested and a jury trial demanded. They say the assets are more than \$22,000 in good accounts and stock, while the liabilities are not more than \$12,000. They also say they have a claim against the McKee-Glass Company, one of the petitioning creditors, for breach of contract, which caused damages of \$20,000.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; la mps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- S G Harwood, with Marshall Field & Co t, Chicago, Ill. 104 Worth.
- Miss K McGuigan, with J Horne Co, s, Pittsburgh, Pa. 41 Union square.
- C A Walter, with Sears, Roebuck & Co, t, Chicago, Ill. 438 Broadway.
- G H Guest, with Jordan Marsh Co, hf, Boston Mass, 2 Walker.
- G D Cook, with L W Cook, hf, Harrisburg, Pa. New Grand.
- A S Hunter, of A S & T Hunter, hf, Utica, N Y. 192 Greene.
- Miss K Sullivan, with E W Edwards & Son, s, Syracuse, N Y. Victoria.
- F E Harmon, c, Lima, O.
- W D Broome, with Wm Barie Dry Goods Co, c, Saginaw, Mich.
- C N Greaza, with Field, Schlick & Co, c, St Paul, Minn. 31 Union square.
- T A Malone, with Sheehan, Dean & Co, c g, Elmira, N Y. 320 Church.
- H Friend, with "Golden Eagle" D G Co, hf, t, Denver. 63 Leonard.
- Thos Gill, with Mandel Bros, c, Chicago. 450 Broome.
- W B Wilson, of W B Wilson & Son, c, Cape Charles, Va.
- J C Bright, Lansford, Pa.
- A Breton, with Curran D G Co, c, Waterbury, Conn.
- Rich Conlan, with Geo Richards Co, l, Dover, N J.
- G N Everett, with Woodward & Lothrop, hf, c, Washington. 438 Broadway.
- B Gerson, c, Pensacola, Fla.
- Miss Swan, of Max Swan, Inc., c, Wilmington, N C.
- Mr Wilbur, g, l, Norwich, Conn.
- W M Palmer, g, l, Keeseville, N Y.
- H E Andrews, of C E Andrews' Sons, g, l, New Bethlehem, Pa.
- Mr. Herz, with Mandel Bros, s, Chicago. 450 Broome.
- W B Drew, of H & W B Drew, l, Jacksonville, Fla.
- J H Younge g, l, Fort Wayne, Ind.
- M P Alkon, of M P Alkon & Co, Portsmouth, N H.
- L L Rosenberg, of L L Rosenberg & Co, g, l, New Haven, Conn.

Mr Ewing, of Dobbins & Ewing, l, Columbia, Tenn.
E M Manning, c, Chicago.

Mr Rau of Gerber & Rau, g, Lakewood, N. J.
A P Spangler, with Bush & Bull, c, Easton, Pa. Grand.

E J Lauer, c, Monroe, Mich. Cumberland.

Chas Lafferty, of Lafferty & Sons, c, Springfield, O.

E A Lancaster, c, Greenville, Tenn.

J B Williamson, of Williamson & Jenkins, c, Vancouver, B C. Prince George.

Louis Carter, with Snellenburg's c, Philadelphia. Flanders.

W W Dodge, with J G Myers Est, c, t, Albany. 31 Union square.

GIMBEL BROS. OPEN FOR BUSINESS.

THE new Gimbel Bros.' store in this city was formally opened Thursday morning. On Wednesday the firm entertained at luncheon several hundred retail merchants. A rumor is current that a wholesale business will also be conducted. The china and glass department is one of the most extensive in the country.

WANTS THE NAME PRESERVED.

NEW YORK, Sept. 26, 1910.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: I have been engaged in the retail crockery and glass business in this city for upwards of twenty years, and have a sincere regard for "old Gotham town."

Some time ago I observed in advertisements on street cars, etc., that a certain large department store which expects and hopes to thrive and prosper in New York is endeavoring to change the name of old Greeley Square into one which will better suit its purposes as a commercial house. I believe everything possible should be done to preserve the old name fixed by the city to honor a man whose memory is well worth preserving.

I hope you can give this space in your valuable columns.

A LOVER OF NEW YORK.

BUSINESS BRIEFS.

Graham & Zenger, glass importers, 40 Murray street, this city, have dissolved partnership. Mr. Zenger retires, and Wm. P. Graham will continue the business under the same style.

W. Oppenheimer, S. Oppenheimer, Simon Oppenheimer and J. Oppenheimer, of Kingston, N. Y., have been incorporated as Oppenheimer Bros. to deal in gold, silver and glassware, leather goods, cutlery, etc. Capital, \$50,000.

Warren H. Dunn Co., Manhattan, has been incorporated to manufacture and deal in all kinds of glassware and crockery, electric fixtures, brackets, globes, etc., with a capital of \$25,000. Incorporators, E. M. Cavanagh, Passaic, N. J.; H. F. Snyder, Elizabeth, N. J.; N. Fishman, New York.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 29, 1910.

THE list of coming events which we are publishing has caused much favorable comment all through the trade. While designed primarily to notify salesmen to keep away from places where country fairs, and like gatherings, are being held, some of our advertisers are using the information to send their men to these places in advance. Large quantities of small articles are sold at such times, and dealers are taking advantage of the opportunities afforded.

CHEER UP!

THE views of individuals on the money question are apt to be regarded as more or less unreliable. Skepticism is natural with a great many people. There is always a suspicion that reports on this subject are issued to serve some particular individual purpose. When, however, the Treasury Department of the United States offers logical arguments against the chance of money shortage every intelligent person must give heed. Here they are, in brief:

Some months ago the banks began to see evidences of a money shortage. Knowing that on account of the great expense the Treasury is under, particularly the Panama Canal item, which drains the nation's ready cash to the extent of from \$2,000,000 to \$4,000,000 a month, they could not expect the help they received from this source in 1908, the banks took radical measures for safety. They piled up gold, built up reserves, and turned into money securities which they might not be able in time of need to liquidate immediately. New loans received extra scrutiny, and many other protective measures were adopted. How well this was done was shown last week when \$10,000,000 was moved from New York to out-of-town banks without difficulty.

Nearly every crop is reported to be a bumper one, and as four-fifths of the yields have been harvested the chance for frost losses is small. The crop situation is one of the strongest arguments offered. This

country will naturally have a great amount of food and manufacturing material to sell Europe, and the balance of trade will this year be in our favor.

It is estimated that dividend checks to the amount of \$170,000,000 will be distributed to our investors, who will naturally place the money in the banks or reinvest it, making quite an item toward the restoration of complete confidence.

Finally, the national banks are prepared to issue \$500,000,000 extra currency, as the emergency currency law permits, if necessity arises.

Even the most pessimistic cannot but realize the import of the Treasury's statement.

THE ONLY THING TO DO.

THE only criticism heard on the action of the flint glass manufacturers in raising the price of their product Sept. 22 is that it was belated. For years these factories have been working on an almost ludicrous margin of profit. In few businesses is competition so keen, and price-cutting has been done right and left with serious effect. The present cost of manufacturing makes heretofore-existing prices impossible. There was but one thing to do if the factories were to continue in existence, and the step thus taken should be followed in other departments.

PERSONAL.

TWENTY-THREE years ago, on the 26th of September, Oscar F. Zeiller saw an advertisement in a New York paper, "Boy Wanted," and walked into what was then Marsching & Co.'s color and chemical store, Park place. He found about forty boys ahead of him. Mr. Heilbron was at the desk, and catching Oscar's eye motioned him to come forward. After a little conversation Oscar was ushered in to Mr. Marsching ahead of all the others. He was offered \$3 a week, but demurred, as he had been getting \$10; but upon promise of advancement accepted the position. That he "made good" there is no need for saying. He has been promoted from one position to another through every department, and has established for himself a following of no small proportions. He did not celebrate the twenty-third anniversary other than by putting in hard work filling orders for customers in the same old house, but now known as B. F. Drakenfeld & Co.



H. Edmiston, who is making his annual Western tour, spent the early part of the week in Chicago.



In the golf tournament at the Kenilworth Country Club links, near East Liverpool, O., held Sept. 22, Edwin M. Knowles won the cup presented by

the president of the golf club, taken last season by Edwin Wells. The winner has to hold it three years to gain permanent possession.

Walter E. Strobel and H. K. Vierlinger, of the Strobel & Wilken Co., left last week for a purchasing tour in Europe. C. W. Schwarzkopf will sail the latter part of this week.

Fred. Langfelder and K. Lutz, with Louis Wolf & Co., came home on Friday last week from tours over their respective territories, and reported excellent business.

J. H. Venon expects to take a Western tour, starting some time the latter part of next week, with his lines of glass and china.

W. G. Hewitt, of Pitkin & Brooks, came into New York last Friday morning looking for novelties and blanks in cut glass. He expected to return home Tuesday or Wednesday.

Chas. H. Taylor, of the Jewel Cut Glass Co., was operated upon at a hospital in Philadelphia on Monday for abscess of the stomach. The outcome was problematic for a time, but at this writing, he is reported doing well, and an early recovery is looked for.

M. J. Geary, who travels in the West for Morimura Bros., ran into New York last week for two days—Friday and Saturday.

J. D. Dobbs, Southern representative of Geo. F. Bassett & Co., arrived in New York Monday morning for new samples and a general conference with the heads of the house.

Mr. Williamson, of Williamson & Jenkins, of Vancouver, B. C., who has been in the city about ten days, was completing his purchases in the District the early part of this week.

A. Gredelue, who returned from Boston last Sunday, started Wednesday on his annual selling trip to the West. He expects to be gone about two months.

Kennard L. Wedgwood arrived on the "Baltic" last Saturday, after a very pleasant voyage. He says that their factory is busier than it has been for years, and that the outlook is very encouraging.

Wm. Vanderbilt Higgins, of pottery and conundrum fame, was among our office callers last week. He has not yet connected with anyone, and is still open for an engagement.

Louis F. Meyer, late with Lycett Stationers, Baltimore, and formerly with Scruggs, Vandervoort & Barney Dry Goods Co., St. Louis, has associated

himself with W. H. Plummer & Co., Thirty-third street and Fifth avenue, this city.

W. C. Hamilton, with the Strobel & Wilken Co., left on Saturday to cover his regular Western territory.

Gustave Otto, of Bawo & Dotter, Ltd., who has been in Europe since last spring, is expected home on Monday.

Harry S. Clarke, who is covering the West for Robt. Slimmon & Co., will be at the Palmer House Chicago, from Sept. 30 to Oct. 8 inclusive.

J. H. Heiman, who had been connected with A. A. Vantine & Co. for sixteen years before he left, two years ago, is again with the old firm. He leaves Monday for a three weeks' trip through his old New England territory and is carrying something like twenty trunks full of holiday novelties for fall delivery. He will open at the Quincy House, Boston.

J. Q. Adams, formerly buyer of china and house-furnishings for W. Katz & Co., Gloversville, N. Y. is now buyer for B. T. Casler Co., Little Falls, N. Y.

Miss Swan came in from Wilmington, N. C., the early part of this week to replenish the china department of Max Swan.

A. Hashagen has engaged with Bawo & Dotter. His special task will be to look after the three factories which the house owns—a great opportunity for the right man; and, from what we have seen of this quiet, unassuming Westerner's work, we do not hesitate to say that this is a case of the right man in the right place.

Frank E. Freese, recently appointed head of the commercial department of the new Ripley Glass Co., is expected in the District this week.

Justin Tharaud has been packing trunks this week with the new French china samples of Maddock & Miller, preparatory to departing Saturday for Boston and points West.

Edward King, buyer for the O'Neill-Adams Co., this city, and Hahne & Co., Newark, N. J., looked over the lighting glassware offerings early this week and placed a number of orders in the District.

Albert E. Snow, who for fourteen years was manager of the Chicago store and for the past three years has been sales-manager of the New York office of the Plume & Atwood Mfg. Co., resigned his position on Monday.

F. W. Bromberg, of Birmingham, Ala., was in town this week buying for a new store which is to be known as "China Hall." He was so pleased with John

Davison's wareroom that he proposes using similar fixtures and will carry out the general idea of that establishment.



Guy S. Jenkins, with Wm. Guerin & Co., left last week on his regular Western tour.



E. Offner, of New Orleans, who has been in New York about a month, will leave for home on Saturday.

ONLY \$230 IN TWO YEARS.

THE receiver for the defunct Meier China and Glass Co., St. Louis, Mo., in his report, filed Sept. 22, declares the only amount he has been able to gain in two years is \$230, which he realized upon an insurance policy. All other assets of the company, the report adds, have been taken out of the court's jurisdiction by officers of the firm.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending September 27, 1910.

ANTWERP	
143 packages glassware	B Gunthel
28 " "	Graham & Zenger
45 " "	Strobel & Wilken Co
336 " "	Miscellaneous Orders
14 " chinaware	C E Wheelock & Co
157 " earthenware	Geo Borgfeldt & Co
9 " "	L D Bloch & Co
42 " "	G F Bassett & Co
6 " "	O Goetz
6 " "	Koscherak Bros
21 " "	L Straus & Sons
67 " "	Strobel & Wilken Co
319 " "	Miscellaneous Orders
2 " toys	B Illfelder
36 " "	Geo H Bowman Co
216 " "	Strobel & Wilken Co
93 " "	Miscellaneous Orders

BREMEN	
14 packages glassware	L Straus & Sons
218 " "	Eimer & Amend
1 " "	Knauth, Nachod & Kuhne
39 " "	Endemaun & Churchill
87 " "	Strobel & Wilken Co
214 " "	Miscellaneous Orders
8 " chinaware	C E Wheelock & Co
24 " earthenware	L Straus & Sons
161 " "	L D Bloch & Co
17 " "	Bawo & Dotter
35 " "	Knauth, Nachod & Kuhne
62 " "	Geo Borgfeldt & Co
11 " "	Froeber & Vollrath
28 " "	F W Woolworth
27 " "	Karl Hutter
78 " "	Strobel & Wilken Co
100 " "	Miscellaneous Orders
12 " toys	F A O Schwartz
3 " "	Bawo & Dotter
299 " "	Geo Borgfeldt & Co
33 " "	L H Mace & Co
81 " "	C B Rouss
44 " "	F A O Schwartz
10 " "	A Steinhart & Bros
401 " "	F W Woolworth
198 " "	Strobel & Wilken Co
397 " "	Miscellaneous Orders

SOUTHAMPTON	
4 packages chinaware	Bawo & Dotter
7 " "	L D Bloch & Co
3 " "	Ceramic Importing Co
3 " "	Fondeville & Van Iderstine
15 " "	C L Dwenger
16 " "	Blakeman & Henderson
87 " "	Miscellaneous Orders

HAMBURG	
50 packages glassware	Fensterer & Ruhe
21 " "	F Bing & Co
92 " "	Kmy-Scheerer Co
3 " "	Koscherak Bros
16 " "	H Kupper
30 " "	Knauth, Nachod & Kuhne
21 " "	Lazarus & Rosenfeld
15 " "	L Straus & Sons
6 " "	Brown Bros
19 " "	N Wapler
43 " "	Geo Borgfeldt & Co
63 " "	Strobel & Wilken Co
482 " "	Miscellaneous Orders
1 " earthenware	Geo Borgfeldt & Co
6 " "	L D Bloch & Co
2 " "	M Kirschberger
2 " "	N Wapler
9 " "	J Palme
55 " "	Lazarus & Rosenfeld
15 " "	Fensterer & Ruhe
33 " "	L Straus & Sons
57 " "	Strobel & Wilken Co
179 " "	Miscellaneous Orders
84 " chinaware	Bawo & Dotter
1 " "	Knauth, Nachod & Kuhne
61 " "	J H Venon
65 " "	C E Wheelock & Co
112 " toys	B Illfelder & Co
89 " "	Geo Borgfeldt & Co
8 " "	Knauth, Nachod & Kuhne
49 " "	C B R uss
6 " "	Samstag & Hilder Bros
209 " "	Strobel & Wilken Co
303 " "	Miscellaneous Orders

HAVRE	
77 packages chinaware	Wm Guerin & Co
18 " "	Bawo & Dotter
16 " "	H R Churchill
39 " "	L Straus & Sons
18 " "	J H Venon
9 " "	Theodore Haviland & Co
25 " "	A G Momen
29 " "	J Pouyat Co
33 " "	Miscellaneous Orders

LIVERPOOL	
4 packages earthenware	The Rowland & Marsellus Co
12 " "	G F Bassett & Co
14 " "	Maddock & Miller
6 " "	R Slimmon & Co
16 " "	L Straus & Sons
14 " "	Froeber & Vollrath
15 " "	W S Pitcairn
4 " "	Ed Butler
20 " "	E Boote
15 " "	Geo Borgfeldt & Co
10 " "	Strobel & Wilken Co
22 " "	Miscellaneous Orders
30 " chinaware	C E Wheelock & Co
17 " toys	Strobel & Wilken Co

LONDON	
11 packages toys	Strobel & Wilken Co

ROTTERDAM	
38 packages earthenware	Bawo & Dotter
85 " "	Geo Borgfeldt & Co
13 " "	L D Bloch & Co
32 " "	B Illfelder & Co
1 " toys	Geo Borgfeldt & Co
5 " "	Samstag & Hilder Bros
24 " "	A Steinhart & Bro
16 " "	Miscellaneous Orders

TRIESTE	
160 packages glassware	A L Crawford
56 " "	Fensterer & Ruhe
28 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL	
48 packages earthenware	Jones, McDuffee & Stratton Co
47 " "	Mitchell Woodbury Co
20 " "	F W Woolworth
4 " "	E Boote
10 " "	A W Chesterton
2 " "	American Express Co
3 " "	Miscellaneous Orders

ANTWERP	
15 packages earthenware	Jones, McDuffee & Stratton Co
4 " "	Mitchell Woodbury Co
101 " "	L Wolf & Co
10 " "	F H Griffin

Among the Potteries

East and West

East Liverpool and Vicinity. Considerable interest is being manifested in the annual meeting of the United States Potters' Association, which is scheduled to convene at the Ft. Pitt Hotel, Pittsburgh, Oct. 11. No meeting will be held at Washington this year, so far as is now indicated. The chairmen of the various committees are now at work on their annual reports. One of the leading topics of this meeting is expected to refer to the matter of transportation and freight rates.

* *

The Taylor, Smith & Taylor Pottery Co. maintained an exhibit of its products at the Tri-State Fair, held at Rock Spring Park last week under the supervision of William C. Lynch, the Eastern representative of the company. Many sales were made, these being turned over to a local dealer, who filled the business. This is the first time such an exhibit has been maintained by a local pottery, and it proved that such advertising is not a losing proposition.

* *

Harry Harris, formerly in charge of the decorating department of the Smith-Phillips China Co., and more recently occupying a similar position with the Pope-Gosser Co., at Coshocton, is now in charge of the decorating department of the Tritt China Co.'s plant at Niles, O.

* *

R. S. Hughes, for many years in charge of the Western office of Palm Bros., decal manufacturers, has severed his connection with that firm and is now in charge of the offices here of the Ceramic Importing Co. Fred Dawson, formerly in charge of the latter, has resigned because of ill health and is now in Europe.

* *

R. W. Green, general manager of the Kentucky Construction and Improvement Co.'s clay mines at Mayfield, Ky., after spending a fortnight here left for Trenton, N. J.

* *

The entrance of the Youngstown & Ohio River railroad into this city has proved to be a good thing for the buyers of pottery in many States. This road has its Southern terminus here, and at Youngstown, O., has freight connections with the Lake Shore,

Pittsburgh & Lake Erie, Michigan Central, and Baltimore & Ohio roads, where cars and local shipments are receiving special attention. The development of shipping over the new road promises to be very extensive this season.

* *

Employees of the Warner-Keffer China Co. are compelled to work three and four nights a week in the decorating department, and the volume of business that is being received daily is declared to be the heaviest ever experienced. It is also reported that this firm is shipping more business now than at any time since it started business. The open stock dinner patterns and the specialties, such as the American willow ware, are leading features. Fred Kline, Eastern representative, is at the home office, and H. A. Keffer returned from the Western territory last week.

* *

Believing that its customers should be apprised of the condition of trade, one well-known firm in this district has sent notices to all its customers to anticipate wants sixty days ahead, as shipments cannot be guaranteed in less time than this. As a result buyers have been rushing in orders, some even using the wire.

* *

Among the buyers here during the past week were H. Pardin, of the American Glass Co., Lexington, Tenn.; Mr. Robinson, of Kinney & Levan, Cleveland; George Ware, with the C. F. Ware Coffee Co., Dayton, O.

* *

The National China Co. has issued a new catalogue showing its general lines and containing information of value to all buyers. J. F. Bradshaw, of the company's sales force, was summoned to Colorado Springs during the past week by the serious illness of a relative.

* *

Fall business with the Homer Laughlin China Co. continues strong, and it is possible that the volume of sales for the last six months of the fiscal year will make a new record. The lines of this well-known concern are so extensive that buyers are always glad to avail themselves of the opportunity to obtain early shipments, which mean much to the

dealer at this season. The open stock patterns of the Niagara dinner shape are having a greater demand than ever, while the specialties, such as salads, berry sets, jugs and plaques, are to be had in greater variety here than in any other sample room.

* *

Clarence H. Bauman, general sales manager of the Globe Pottery Co., has improved in health considerably since he went to Cambridge Springs, Pa.

* *

The Smith-Phillips China Co. are busy filling orders for their El Dorado treatment on the "Princess" dinner shape. This new creation has certainly taken with the trade. Joseph Davis, who recently returned from an Eastern trip for the company, after spending a few days at home "hit the road" again.

* *

There is said to be no busier pottery in the Western district than the plant of the Potters' Co-Operative Co. The specialties of this concern are having a greater sale this season than ever. W. C. Brown, Western salesman, is being detained at the home office, his services being required there because of the press of business. The new selling plans created by T. A. McNicol are in demand, and as a result the firm is selling a lot of goods and the buyers are reaping a harvest. C. L. Hart, bookkeeper for this concern, has returned from a two weeks vacation spent in the West and North.

* *

The two new kilns of the Trenle China Co., which have been in course of construction for several months, will be used for the first time within a fortnight. This addition will almost double the capacity of the plant. Howard Blake, in charge of the commercial department, who has been ill, is again at his desk.



Manufacturing has been started by the Niles, O. W. H. Tritt China Co. in the former plant of the Bradshaw China Co. Mr. Tritt was formerly identified with the Sebring interests in East Liverpool, and later went to the Crooksville China Co. at Crooksville, O. He came here from that plant, formed a new company, and bought the Bradshaw property. A new dinner shape is being shown, and later some specialties will be placed on the market.



Trenton pottery manufacturers will be benefited if a plan for better freight classification of their products is secured as the result of the investigations that have been conducted for some time. In speaking of the latter a few days ago, John A. Campbell, president and general manager of the Trenton Potteries Co., said: "Many lines of pottery are not at present classified, and consequently the highest freight rates are imposed. It is probable that better rates can be secured as the result of extensive information that the inves-

tigating committee is obtaining. It has been found that railroads differ in their classification of various lines of pottery, and efforts are being made to secure uniform schedules. It is quite likely that considerable reduction in rates can be secured on most lines of pottery except expensive art products. The committee is prosecuting its work very thoroughly, and we frequently have inquiries from it. Apparently the work will soon be completed, and with the cooperation of the Inter-State Commerce Commission it is likely that the various railroads can be brought to a uniform basis for rating pottery shipments. As the freight rates materially affect the cost of pottery to the retailers, the manufacturers will be benefited and trade will be improved if we get the reductions to which we are obviously entitled."

* *

The Electrolytic Art Metal Co., of this city, is contemplating the erection of a two-story brick plant.

* *

The wedding of Miss Annie Hall Fisk and William E. Green will take place Tuesday, October 25. Because of the recent death of Pliny Fisk, Miss Fisk's father, the affair will be confined exclusively, so far as guests are concerned, to members of the immediate families of the contracting parties. Mr. Green is associated with Charles Howell Cook in the Cook Pottery Co.

STILL EXPANDING.

ON the first of March next Butler Bros. will open a big warehouse in Dallas, Tex.—about half the size of the one they now occupy in St. Louis. Daniel D. Otstott, their merchandise man, is now at the "Prince George," and will be here for two weeks more. He will probably place orders amounting to a million dollars for all kinds of goods, including china and glassware. As soon as this addition to their facilities is in working order they propose opening an equally large warehouse at Minneapolis, Minn.

F. T. BOWMAN, Jr., NARROWLY ESCAPES DROWNING.

A DEPLORABLE accident in which Miss Lanier Dunn, of Hot Springs, Va., was drowned, and Frank T. Bowman, Jr., son of Frank T. Bowman, of the Geo. H. Bowman Co., Cleveland, nearly lost his life, occurred on Massawippi Lake, near Quebec, September 25. The couple were enjoying a sail when a particularly high wave broke the rudder of the boat, which filled half a mile from shore. Both clung to the boat, but after about twenty minutes' immersion Miss Dunn became chilled and lost her hold. After trying vainly to save her, young Bowman, by hard swimming, and in an exhausted condition, finally managed to reach the shore.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The lines affected by the recent reduction of discount comprise all ales, goblets, bar goods, soda lines, hotel tumblers, weiss beers, schooners, beer mugs, candy trays and eggs cups. Now that the blown, etched and stem lines have also been advanced, it is not improbable that the table lines will be boosted before the end of the year. The price cutting in the glass business dates back about three years, and the prices that the manufacturers are now making an effort to receive are about the same as those prevailing when the "war" started. On some of the lighting goods also items are selling at such a price now that buyers will not be surprised to see new figures asked for before long.

The United States Glass Co., always seeking to improve its shipping and delivery service, has created a new department where all orders are looked after that are in the slightest degree behind shipment specifications. John Derrick, who has been connected with the Tiffin factory during the past six months, now has headquarters at the main office in this city, but travels from factory to factory hurrying all orders out promptly. Although the position has been created but a week, good results are already noticeable.

Some excellent business is being secured by the Consolidated Lamp and Glass Co. on its patent centre-draft self-extinguishing lamp. Although on the market for a comparatively short while, this lamp has met that "long-felt want." The same company is also putting out a sewing lamp assortment composed of two dozen complete lamps in two colors—royal blue and crystal—with No. 2 burner, decorated chimney and wick.

A well-known glass salesman remarked significantly this week that the manufacturers of common tumblers should get together for the benefit of the trade. "The tank houses are selling a big lot of tumblers at a very low price, and there is a wide difference in the figures quoted," said he.

Howard Evans, of the Macbeth-Evans general offices, has returned from a trip over the lakes which

lasted for a fortnight. His journey was a most pleasant one.

Manufacturers of tableware have started to get molds ready for next season's new lines. Some factories will show two lines and a number of special pieces, while other manufacturers will confine themselves to but one new general line.

A new creation of the United States Glass Co. is a line of butter jars in six sizes, ranging from a quart, or two pounds, to two gallons, or sixteen pounds. The cover fits even on the jar, and the rim can be sealed if desired. One of the styles has a sunken knob on the lid, permitting the jars to be stacked solidly. An added use for these jars is that they can be placed in the working boards at soda fountains. S. R. Frazier, Jr., has completed his maiden trip through the Northwestern territory showing the bar and fancy goods of this company. W. F. Jones, who travels the same territory, but with the specialty, lamp and tableware lines, started on his fall trip this week.

One-piece clinch-collar lamps have had an exceptionally heavy run this season, sales being far in advance of those of last year. This line of lamps is to be had in various sizes, and with either crystal or decorated chimneys.

Some manufacturers of jelly tumbler lines are still back on shipments. Although the season is growing somewhat late, the demand continues strong. Prices remain firm.

President Daniel Taylor, of the Pittsburgh, Lamp, Brass and Glass Co., has returned from an extended Eastern trip which was mainly in the form of a vacation. He was accompanied by Mrs. Taylor.

Some of the largest buyers of tumblers in the country, who placed their orders here last January at an under market price, have been unable to get all their orders filled, and as a result have been placing business with salesmen they would not look at last January, paying from 10 to 20 per cent more for their goods. Factories that quoted the cheap prices have been unable to make deliveries; hence

the buyers have been compelled to get their orders filled wherever they could, and at the manufacturers' prices. It has been a costly lesson for some buyers.



The new Puritan line of rock Jeannette, Pa. crystal pressed ware, hitherto shown in a daisy treatment by the McKee-Jeannette Glass Co. on a few pieces, is now being produced in a complete line, a new footed goblet having been one of the last items to be added. In all there are nearly eighty pieces in the line, the same effect being carried out in the small items as in the large ones. Some of the highest class china and glass dealers in the country are now having a good sale for this ware. In Pittsburgh it is being shown in full at the sample rooms of Kinney & Levan.



Business continues at high tide Bridgeville, Pa. with the Higbee Glass Co., and the plant is working day and night. The firm is making a feature of keeping enough stock ahead to make prompt shipments, even carload orders being taken care of in this manner.



All the lamp lines of the Fostoria Glass Co. are having a good sale this season, and the same report is made concerning the table and special pieces in crystal effects. The company has completed the drilling of the water wells near its plant, and hereafter the entire supply will be obtained from this source.



Report has it that when the former Shadyside, O plant of the Buckeye Tumbler Co. resumes operation under the management of Charles H. Dankworth, Jr., of Bellaire, prescription ware will be a feature. It is not likely that tumblers will be made. Molds have been secured from a company that formerly operated in Wellsburg, W. Va., but which has been out of existence for several years.

AT PITTSBURGH.

ONE of the most extensive displays of baskets and willow ware ever made in Pittsburgh was shown by Joseph Bieber at the Colonial Annex last week.

A. R. Englemann, with the lines of the Krantz-Smith Cut Glass Co., was at the Hotel Henry.

H. S. Clarke, with the Robert Slimmon lines, was at the Henry several days last week.

W. W. Lang, in charge of the Kinney & Levan Pittsburgh office, was in Cleveland last week, during which time F. R. Saunders was in charge. The latter

opened in Clarksburg, W. Va., this week with a complete line, and remained there the entire week.

F. S. Friend, showing the latest creations of the Laurel Cut Glass Co., was registered at the Hotel Henry.

A very clever display of brass goods in Egyptian effects was that at the Hotel Henry in charge of C. G. Graham, who was showing the Karnak lines.

Morris Newman, of Newman's Bazaar, East Liverpool, was here during the past week placing orders for holiday lines.

Lindsley Haviland, showing the china lines of Haviland & Abbot, New York, was at the Colonial-Annex for several days. He left for Wheeling and Columbus.

C. G. Myrohy, who operates a chain of "one-to-twenty-five cent" stores, with head offices in McKeesport, Pa., has opened a new store in Fifth avenue, this city, between Market and Wood streets.

Charles Postley was showing the brass goods of Leo. Schlessinger at the Ft. Pitt Hotel during the past week.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Sept. 10, '10	Correspond- ing period 1909	Exports Jan. 1 to Sept. 10, '10	Correspond- ing period 1909
Boston	211	33	5415	4850
New York	210	256	5849	4076
Baltimore	400	64	10501	12211
Philadelphia	38	7	4415	3279
New Orleans .....	....	....	1669	1816
Newport News .....	....	26	183	948
San Francisco .....	....	....	....	180
Portland (Me.) .....	....	....	1029	1885
Galveston	34	6	1178	1152
Portland (Or.) .....	....	....	....	95
Inland Points .....	....	156	1430	866
Total ..	893	548	31669	31358

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Sept. 10, '10	Correspond- ing period 1909	Exports Jan. 1 to Sept. 10, '10	Correspond- ing period 1909
New York	210	250	6315	5621
Boston	211	27	5136	4567
Philadelphia	38	7	4164	3629
Baltimore	400	64	13261	12881
San Francisco .....	....	....	151	180
New Orleans .....	....	....	1939	1895
Portland (Me.) .....	....	....	1943	1943
Galveston	34	6	1265	1135
Newport News .....	....	26	950	948
Portland (Or.) .....	....	....	55	55
Inland Points .....	....	62	942	928
Total ..	893	442	36121	33782

COMING EVENTS.

[Traveling salesmen are often annoyed to find a fair or convention in progress in some city they propose to canvass, and of which they have had no notice. We publish a list of gatherings scheduled in the near future, so that salesmen may avoid such towns on the dates that they are held.]

The Spokane (Wash.) Interstate Fair is to be held on October 3rd, 4th, 5th and 6th.

The Directors of the Kutztown (Pa.) Fair Association are making extensive preparations for the sixth annual fair which is to be held on October 4th, 5th, 6th and 7th.

State Convention, W. T. C. U., at Attleboro, Mass., Oct. 11, 12, 13.

State convention of Christian Endeavor Societies, Rochester, N. Y. on Oct. 4, 5, 6.

General convention of Protestant Episcopal Church, Cincinnati, O. on Oct. 6.

The Southern Appalachian Good Roads Convention, Knoxville, Tenn., on Oct. 5 and 6.

Convention New England Cigar Makers, Lawrence, Mass., Oct. 7, 8, 9.

Convention State Columbus Society, Hazleton, Pa., Oct. 11 to 13.

Convention Railway Signal Association, Richmond, Va., Oct. 11 to 13.

State Fair, Richmond, Va., Oct. 3 to 8.

Convention Mich. Retail Druggists' Association, Kalamazoo, Mich., Oct. 4, 5.

Columbus Day celebration, Holyoke, Mass., Oct. 12.

Fair, Chetopa, Kan., Oct. 5 to 8.

Buffalo Industrial Exposition, Buffalo, N. Y., Oct. 3 to 15.

Celebration, Perth Amboy, N. J. Oct. 12, Columbus Day.

Fair, Topsham, Me., Oct. 11, 12, 13.

Convention Nat. Association Commercial Executives, Grand Rapids, Mich., during month of October.

Fair, Cape Girardeau, Mo., Oct. 11 to 15.

Fall parade and muster, Milford, Mass. Oct. 6.

Celebraation, Huntington, Ind., Oct. 12 Columbus Day.

Convention State Sunday School Association Rutland, Vt., Oct. 11 to 13.

State Convention Federation of Labor, Danbury, Conn., Oct. 11 to 14.

Fair, Pepperell, Mass., Oct. 6.

Celebration of Columbus Day, Pittsburg, Pa., Oct. 12.

Mardi Gras, Fort Wayne, Ind., Oct. 5, 6.

Convention Order of Red Men, Ottumwa, Ia., Oct. 10 to 12.

Fair, Plymouth, N. H., Oct. 4 to 6.

Annual Convention of Oregon Postmasters, Portland, Ore., Oct. 13 and 14.

Fair, Carlisle, Ark., Oct. 17 to 21.

Union Grange Fair, Plymouth, N. H., on Oct. 3, 4, 5, 6.

Mechanics' Fair, Boston, Mass., during entire month of October.

Farmers, and Mechanics' Fair, Pepperell, Mass. Oct. 6.

State Fair, Hot Springs, Ark., Oct. 10 to 15.

Italian-American celebration, Bound Brook, N. J., Oct. 12.

The firemen of Hatfield, Mass., have decided to hold their muster in that town on October 8th.

The Wisconsin Master Bakers' Association will hold their next annual convention in Milwaukee, Wis., on October 18th, 19th and 20th.

Convention Christian Endeavor, Trenton, N. J., Oct. 6, 7, 8.

Convention State Firemen's Association, Altoona, Pa., first week of Oct.

Discovery Day celebration, Elmwood, Ind., Oct. 12.

Grand Encampment, I. O. O. F., Junction City, Kan., Oct. 11.

Big Parade of police, firemen, etc., Philadelphia, Pa., Oct. 1.

Columbus Day celebration, Yonkers, N. Y. Oct. 12.

Agricultural Fair, Belchertown, Mass., Oct. 12.

Centennial Celebration, Cleveland, O., week beginning Oct. 10.

State Parade and 10 days' Carnival, Knights of Columbus, Bridgeport, Conn., opening Oct. 12.

Field Day of Red Men, New Bedford, Mass, Oct. 12.

County Fair, Burlington, Vt., Oct. 5.

Celebration, Rutland, Vt., Columbus Day, Oct. 12.

City Fair, Imlay City, Mich., Oct. 4, 5, 6.

Convention Knights of Pythias, Shelbyville, Ky. Oct. 4th.

Celebration, Athol, Mass., Oct. 12.

Convention W. C. T. U., Berkely, Cal., Oct. 6 to 11.

Home-coming week, Dover, Del., week of Oct. 5.

Fair, Burlington, N. C., Oct. 7, 8.

Fair and Exposition, Albuquerque, New Mex. Oct. 3 to 8.

Fair, Roverton, Conn., Oct. 12.

Convention Women's C. T. U., Charleston, W. Va., Oct. 5, 6, 7.

Street fair and carnival, Seelyville Ind., Oct. 10.

Convention Ass'n of Bivouacs, Franklin, Tenn., Oct. 12, 13.

Firemen's Muster, Hatfield, Mass., Oct. 12.

Celebration, Columbus Day, Webster, Mass., Oct. 12.

Fair, Cadiz, O. Oct. 4, 5, 6.

Celebration, Columbus Day, Newport, R. I., Oct. 12.

Celebration, Westerly, R. I., Oct. 12.

Celebration of Columbus Day, Boston, Mass. Oct. 12.

Interstate Fair, Spokane, Wash., Oct. 4.

Celebration of Columbus Day, Buffalo, N. Y. Oct. 12.

Centennial anniversary, Richmond, Ind., Oct. 7.

Celebration of Columbus Day, Elizabeth, N. J., Oct. 12.

Grand Encampment, I. O. O. F., Fond Du Lac, Wis., Oct. 11, 12.

County Fair, Fonda, N. Y., first week in Oct.

Inter-Mountain Fair, Boise, Ida., Oct. 10 to 15.

Celebration, Columbus Day, Worcester, Mass., Oct. 12.

Celebration, Columbus Day, Waterbury, Conn., Oct. 12.

Convention State Federation of Labor, Rock Island, Ill., Oct. 18.

Celebration, Columbus Day, Dunkirk, N. Y., Oct. 12.

State Fair, Birmingham, Ala., Oct 6 to 15.

Field Day and exhibition, Ashland, Mass., Oct. 12.

Columbus Day celebration, Lawrence, Mass., Oct. 12.

Columbus Day Celebration, Chisholm, Minn., Oct. 12.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

AN Art cut glass salesman wanted January 1, 1911, for choice western territory. Our line is popular-priced and well-established. Replies considered confidential. Address LAUREL CUT GLASS Co., Jermyn, Pa.

EXPERIENCED china and glass salesman wanted for hotel trade in Washington, D. C. E. B. ADAMS Co., Washington, D. C.

WANTED—Sales manager. One capable of producing results. All communications strictly confidential. Address TRITT CHINA Co., Niles, O.

WANTED—Young woman of pleasing address, familiar with the retail china trade, to sell and keep samples clean at the new Danish art store, uptown. Liberal salary. Apply CHR. CLAUSON-KAAS, Room 46, 25 West Broadway, New York.

BUSINESS OPPORTUNITIES.

WANTED—A competent young man not over thirty-five years of age, thoroughly conversant with the crockery, china and housefurnishing business as salesman for an old-established business handling the largest and best trade in the city. Must have \$5,000 to \$10,000 to enter corporation. Location of store considered one of the best. Long lease. In one of the most promising, active cities on the California Coast. This is a wonderful opportunity for a sober and competent man with good references. State age, experience, whether married, and give references with inquiry addressed to CALIFORNIA, this office.

ORIENTAL GLASS CO.,

MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby, Mat and Gold, Crystal Mat and Gold.

COLORED CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works:

PITTSBURGH, PA., U. S. A.



**Royal Copenhagen
China**

AND

**Alumina
Earthenware.**

Trade



Mark

ROYAL COPENHAGEN PORCELAIN CO.,

CHR. CLAUSON-KAAS,

25 West Broadway, New York.

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NEW YORK, OCT. 6, 1910.

THE CONDITION OF BUSINESS.



The past week has shown no great change in business conditions. While the "hand-to-mouth" buying policy is still pursued in the city warerooms, and individual purchases are small, the footings are greater than appearances indicate, and September closed with a better record than the opening promised.

As usual at this season of the year, the bulk of the business is done on the road. Trade has revived to a considerable extent in the larger cities which heretofore we have reported dull, and travelers are meeting with fair success in both East and West; while the South is beginning to send in some good orders.

Mail orders direct continue to be fairly good; and, as has been the case ever since the fall season opened, all seem in a hurry to get the wares.

Visiting buyers speak hopefully of what they expect to do, and like reports come from the travelers. Every one says that there is going to be a big fall business. It is delayed, but sure to come.

Without question, politics have much to do with present conditions of business. Why, it is impossible to say. Who the next governor will be has little bearing on the fact that a man needs a suit of clothes, shoes, or a dinner service. If he has the money when the time comes he will buy. It is characteristic of our people that they put things off until the last mo-

ment. They are doing so now. Those who have money, and they are numerous, will buy china, glass and lamps sooner or later.

The Jewish New Year always has an influence on business, so important and numerous are the Hebrews in trade. They are celebrating their New Year this week.

While retail trade in New York has improved, it is not rushing. It is as good, however, as last year—which is not saying much. The beautiful weather has undoubtedly kept many people in the country later than usual. But they cannot remain there much longer. A cold, wet spell will send them home in a hurry. With a little patience things will come out all right.



Pottery conditions here are of the best. Orders are exceptionally strong, especially for decorated lines and assortments. Many new treatments are being made ready for the January buyers.



Business has never been better here, the only complaint registered being inability to make prompt shipments, owing to scarcity of freight cars. More than one manufacturer reports the largest business ever done by local plants in September; and judging from the number of orders on hand at present and the amount of business being

booked daily this record will be equaled during the present month.

Whether or not buyers "covered" Pittsburgh and on tumblers and other lines before the recent advances were announced the manufacturers cannot say, but during the past fortnight there has been a slight retrenchment in buying. Staples are selling well. Jobbers in confectioners' goods have started to come into the market. Office supply lines are also being ordered more liberally owing to the approach of the holiday season.

Many buyers are going to be woefully short of goods this fall. East Liverpool and Vicinity. Orders being sent now are mainly for small lots and matchings. In a few weeks they will start to send in big business for early delivery, and then will come the trouble, for these orders cannot be filled at once. Buyers should impress upon merchandise men the necessity of ordering at least sixty days in advance. All requests for December shipment should be sent in at once.

Glass manufacturers in this Morgantown, W. Va. and the Fairmount districts are enjoying the most prosperous business in years. There has been a steady demand for all lines manufactured hereabouts during the past three months, and prices are being held firm.

All potteries in this district are Wellsville, O. working full time, and the bulk of the orders call for the better class of decorated goods. Western and Northern business is exceptionally strong.

WAS THIS YOUR WINDOW ?

A CASUAL visitor to the District recently noted that the display windows of some of the houses were far from clean. In one window every piece of a dinner set was covered with a generous layer of accumulated dust, the base upon which they rested presented a very dingy appearance, and the whole suggested that the firm was asleep. Contrasted with this, he mentioned several other firms in whose windows the stock was tastefully arranged, the plate glass front bright, and the display shown to the best advantage.

It is the purpose of a show window to attract. The best quality goods displayed behind a dirty window will be passed by unheeded.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of July, 1910, compared with the same month in the preceding year, were as follows:

	1909	1910
Great Britain.....	\$260,096	\$200,280
Austria.....	101,768	71,265
France.....	192,895	155,499
Germany.....	542,382	420,715
Japan.....	107,913	154,664
Other Countries.....	26,348	28,028
Other Europe.....		
Total.....	\$1,231,402	\$1,080,451

FOR SEVEN MONTHS ENDING JULY.

	1908	1909	1910
Great Britain...	\$1,634,831	\$1,525,148	\$1,573,158
Austria.....	479,544	898,471	382,698
France.....	996,641	1,038,749	958,607
Germany.....	2,220,614	1,859,311	2,035,177
Japan.....	617,649	527,577	643,703
Other Countries	148,582	141,612	174,827
Other Europe..			
Total.....	\$6,097,861	\$5,490,868	\$5,768,165

TOYS

	1909	1910
Germany.....	\$820,519	\$769,354
Other Countries.....	47,199	95,753
Total.....	\$867,718	\$865,110

FOR SEVEN MONTHS ENDING JULY.

	1908	1909	1910
Germany.....	\$2,172,580	\$2,186,591	\$2,551,883
Other Countries	256,950	280,633	386,192
Total.....	\$2,429,530	\$2,417,224	\$2,938,075

GLASSWARE.

JULY		FOR SEVEN MONTHS ENDING JULY		
1909	1910	1908	1909	1910
\$307,548	\$224,818	\$1,562,254	\$1,825,620	\$2,135,479

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JULY		FOR SEVEN MONTHS ENDING JULY		
1909	1910	1908	1909	1910
\$80,134	\$73,152	\$431,364	\$469,177	\$517,248

The New York Crockery and Glass District.

The vast expanse of Japanese goods in the big wareroom of Morimura Bros. is replete with interesting objects. The display is so comprehensive that every style of china made in Japan is represented. The peculiar characteristic native decorations, adapted European ideas, and combinations of both, are here in profusion. There are many samples of brass work, bronzes, gongs, etc., and a particularly fine line of baskets. So large and varied is the array that no dealer in the country can go in there without finding something to his mind.

The big cut glass sale continues at Bawo & Dotter's. The immense display on the main floor has attracted a large number of local and out-of-town buyers, and considerable business has been done.

The new fall dinnerware lines just placed on the tables by Haviland & Abbot are among the most exquisitely molded and decorated samples ever shown. One of these lines carries a pink flower spray decor that for delicacy of tone and perfect execution would be well-nigh impossible to surpass in its particular style. The edges are of gold. Another line carries a stronger decor in several colors, consisting of a festoon border of leaves and rosebuds, with garlands at the several junctures. Knobs, handles and edge bands are of fine gold. The result is one that supplies the demand for a strong yet refined decor.

A. A Bean has just received samples from a new concern—the Camden (N. J.) Cut Glass Co. The line so far consists of drinking glasses of all kinds, and will be followed by water sets, liqueur sets, water bottles and jugs. The designs are floral engravings on light blown blanks. The goods are exceedingly attractive, and the prices are very low.

The Strobel & Wilken Co. announce advance samples for spring import consisting of Austrian and German china in dinner and tea sets, fancy china for jobbing and large trade, and a fine collection of souvenirs for seashore and mountain resorts. Also Bohemian glassware in great variety. Owing to the condition of stocks throughout the country there is

every reason to believe the holiday trade will clear up pretty nearly everything on hand. It would be wise, therefore, for dealers to be prepared for the spring trade by placing orders for early delivery next years. The reputation of this house is a guarantee both as regards quality and price.

The new plateau (No. 5216) just placed on the market by the Turner & Seymour Mfg. Co., Torrington, Conn. is shown in their advertisement on another page of this issue. It is made in the popular selling sizes, 8, 10, 12 and 14 in., and looks like a winning model, for in appearance it tends toward the plain lines so much in demand at the present time, and yet there is no actual severity of outline. The all-metal back is a distinct advantage; for the entire plateau can be placed in a bath of warm water and thoroughly cleansed—a process precluded by the use of paper backs.

The last cask of new fall samples of Pouyat china has been unpacked, and the entire line is now on display at the Murray street showroom. The new decors are, for the most part, simple conventional borders, with handles in solid coin gold. A few gold incrustations in new effects supply the call for the more costly designs.

Every buyer likes to go where he will find plenty of goods to select from; and so if he is looking for lamps is sure to be delighted with the large range to be found at the Pittsburgh Lamp, Brass and Glass Co. George N. Blust is having quite a hard time finding room for the arrivals of new samples from the factory, which make their appearance weekly. The showing is very strong on medium-priced fixtures.

Charles Streiff has just received from Wm. Guerin & Co. an exquisite plate in an Old Sevres design. The rim is in old ivory, with a narrow edge of maroon; this is followed by a narrow black line and then a dewdrop festoon around the plate. Between the edge and the shoulder at regular intervals are star flowers in the same color as the edge,

surrounded by geometric work and connected by a beautiful scroll design. The work is all done by hand and is very artistic. The pattern is patented and protected to the utmost, and the firm have exclusive control for the world.

The new French dinner ware samples of Maddock & Miller are on display. The decors are mostly of simple but handsome border designs, with a sprinkling of the more elaborate gold incrustations. Many fancy shapes are included in the line, the selections of Justin Tharaud on his recent trip abroad.

Cox & Lafferty are showing a handled nappy made by the Imperial Glass Co. which is so like the real cut glass handled nappy that it is fooling all who see it. This nappy, to retail at the price of an ordinary pressed one, is certainly a winner.

Alfred G. Moment is now displaying the new goods from M. Redon & Co., Limoges. The line includes the usual dinner sets and fancy short lines, ranging from low-priced up to a high grade. Some novel treatments are shown, the designers having gone away from the conventional types in many instances. There are combinations of color and gold that are new, and there are some fine examples of incrustations. The firm has excelled itself not only in novelty and variety, but in excellence of workmanship.

BUSINESS BRIEFS.

At Mount Carroll, Ill., J. David will shortly open a department store.

A five-and ten-cent store has been opened at Bridgetown, N. J.

Meyer & Ernst are about to open a department store at Lake Mills, Wis.

A twenty-five cent department store has been opened in Allentown, Pa.

The United Five-and Ten-Cent Stores Co. will shortly open a branch store in Reading, Pa.

The fourth annual electrical show will be held in Madison Square Garden, this city, Oct. 10 to 20 inclusive.

The Sweeney Five and Ten Cent Store will shortly be opened at 187 South Union street, Lawrence, Mass.

The Millville (N. J.) Glass Mfg. Co. has been incorporated with a capital stock of \$50,000 to manufacture and deal in all kinds of glassware. The in-

corporators are Walter S. Wheaton, James E. Mitchell and Lewis Steelman, all of Millville.

The Co Operative Trading Co. of America has been incorporated at Albany with a capital of \$500,000 to deal in kitchenware.

The Edmondson department store at Iowa City, Ia., was recently broken into by thieves who carried away about \$200 worth of glassware.

The large department store of S. Silverman, Sixth and South streets, Philadelphia, was destroyed by fire October 1. The damage was total and is estimated at \$250,000.

Taylor Bros. & Co., glass cutters of Philadelphia, are reported in difficulties and a receiver may be asked for. The liabilities are said to be about \$29,000, with nominal assets of \$15,000.

The Crescent Glass Specialty Co., Trenton, N. J., has been incorporated to manufacture glass, china and metal novelties. Incorporators, A. Swan, Jr., R. V. Allen, H. Schlopfer. Capital, \$100,000.

Sears, Roebuck & Co., Chicago, report that sales continue twenty-five per cent ahead of last year. If the present volume of business is maintained the total for the calendar year should reach \$63,000,000, against \$51,000,000 last year.

SAYS IT IS SOLVENT.

AN order has been granted by the court to show cause on October 10 why the receivership of the Louis Levien Cut Glass Co., 33 Murray street, and Jeannette, Pa., should not be vacated, and in the meantime the receiver has been restrained from taking possession of the assets.

Mr. Levien declares that his company is solvent, and that he has instructed his attorneys to institute a suit for damages against the McKee Glass Co. for breach of a contract for supplying blanks.

James Thomas, an employe of the Levien cutting shop at Jeannette, Pa., was charged with the larceny of cut glass and blanks in the court at Greensburg last Monday. He was fined one dollar and sentenced to the reformatory. Everett T. Stage, foreman of the Levien factory, charged Thomas with the theft of thirty-seven dollars' worth of cut glass.

A J. Smith, president of the McKee Glass Co., was also named as a prosecutor of Thomas. The latter is reported to have testified that several months ago he made an agreement with Stage whereby he (Thomas) was to steal blanks from the McKee Co., for which service a part of the cut product would be his share. Stage was recalled to the stand and denied ever having made such an agreement.

AT CHICAGO.

MANY wholesale and retail dealers in this market report largely-increased sales, with first-class prospects for a continuance of present conditions. A like stimulation of business is reported from the various manufacturers' branch houses, and optimism is prevalent among the representatives of Eastern factories.

* *

Local houses which are well stocked, said the manager of one large retail establishment, are pretty certain to enjoy an excellent trade during the coming months of the year. With the passing of the November elections he predicted a still larger business than has yet been enjoyed.

* *

An interesting feature was touched upon by a local importer of fine European ware, who was naturally elated over a recent \$30,000 special design order for one of the new high-class hotels of the "loop" district. He said there had been a great growth of taste in this and other cities of the country since he first began importing, fifteen years ago. Formerly there was hardly ever an order received for special design ware; but at this time, especially in Chicago, the great development of the city had led to an equal evolution in taste as regarded what is proper and desirable in the dining equipment of the better class of hotels, clubs, and other public and semi-public institutions, and this improvement in standards he expected to show even further development.

* *

Local distributors of the brass specialty manufacturers' products report trade conditions as normal for this season, with an increasing tendency.

* *

The usual fall display of Bawo & Dotter in this city is now receiving the attention of local buyers. Three rooms on the sixth floor of the Palmer House are occupied, and the exposition of this house is more comprehensive than ever before. Paul Fueslein is in charge.

* *

M. J. Geary, who has a fine display at the Auditorium hotel for Morimura Bros., made a trip to Cincinnati the latter part of this week.

* *

Herbert Camp, representing Charles Parker & Sons, Meriden, Ct., was a recent visitor to Chicago.

* *

Louis Wolf & Co. have made arrangements to move into larger quarters at 236 Adams street.

* *

George F. Bowman, of Cleveland, was in Chicago this week on a selling trip.

* *

John C. State, representing the Great Northern Mfg. Co. and the East Liverpool China Co. with

offices at 147 Fifth avenue, reports trade as normal for the season. "We have ninety salesmen on the road," said Mr. State, "and all are doing well."

* *

A. A. Vantine & Co., New York, have local quarters at the Palmer House, in charge of George W. Moore.

* *

H. E. O'Brien, representing the National Mfg. & Importing Co., of Indianapolis, with headquarters in this city, has recently returned from a trip through Florida, Georgia, Alabama, Kansas, Colorado, and other States, and reports good business conditions almost everywhere.

* *

H. Warman, of Warman & Ueberroth, 209 State street, recently returned from an Eastern business trip.

* *

The Turner & Seymour Mfg. Co., who have local quarters at 24 East Adams street, report good business for the year. They say that if only normal conditions prevail during the remainder of the season the aggregate of business will exceed preceding years.

* *

George E. Orr, 1618 Republic building, importers' and manufacturers' agent, has just returned from a trip to Milwaukee. Purchasers, he says, are freer to buy now than they were, although sales have attained no great volume.

CAME NEAR BEING SPEECHLESS.

ON his recent vacation in the Adirondacks, Fred Iniscaw, who travels for a crockery house in the District, got the scare of his life. He had been jolted over a mountain road on a buckboard for some hours, and on arriving at his destination felt the queerest sensation in his jaws. Consulting a dentist, he was told there was nothing whatever the matter with his teeth. But the peculiar feeling persisted, combined with a growing rigidity that frightened him when it was jokingly suggested that he was possibly suffering from an incipient case of lockjaw, brought about by trying to sell too many goods, and that he had better have it attended to before the disease had progressed to an acute stage.

Post haste he came back to the city to consult a doctor, and while on his way to the latter's house chanced to meet his old friend George Smallwood, the whilom crockery salesman, but now an osteopathic practitioner, to whom he confided his trouble.

"Tetanus nothing!" exclaimed George. "Come with me!"

And in half an hour he was on his way back to the mountains with an inferior maxillary as limber as even a traveling salesman could desire. George had simply pushed a button somewhere on his spine.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 6, 1910.

HOW NOT TO MAKE MONEY SELLING CUT GLASS.

THE recent petition in bankruptcy filed against a cut glass manufacturing company brings to view in bold relief the deplorable profit-sacrificing practice that has existed for some time in the cut glass industry.

With the keen competition existing in nearly every commercial line to-day, with labor-saving devices perfected to a wonderful degree, with cost systems that show manufacturing and selling costs to the fraction of a penny, it is obvious that a cut glass manufacturer who undersells his competitors to any appreciable degree is either sacrificing a legitimate profit on his investment and services, or, as is generally the case, is selling an article inferior in quality or design or workmanship—probably all three.

An instance of this is presented in the case of an eight-inch fern dish and lining which has been offered to the trade at \$2.25. The established prices of blanks and the known cost of union or non-union labor make it comparatively easy to arrive at the manufacturing cost of this item. It is safe to say that there are no "inside" prices on figured blanks, and the regular price of the fern blank referred to is one dollar. Practical cut glass manufacturers agree that the very least cost of smoothing properly by an expert is thirty cents—and more likely thirty-five. The waxing, dipping, polishing and other shop expenses add twenty cents more. The lining costs fifty cents when bought in very large quantities. A minimum selling expense of ten per cent on \$2.25

adds twenty-two and a half cents to the total. Using the minimum figures all through, we have a total cost of \$2.22½, leaving two and half cents, or about one per cent, as interest on the investment. If a greater profit is claimed, it is natural to assume that the product is inferior in one or more particulars.

The truth of the matter is that much glass has been put on the market that has been slighted on the smoothing wheel and again in the polishing department. In other words, it is generally only an imitation of a properly cut and finished article. Unfortunately, the average purchaser is unable to detect the fraud until some later day when comparison is made with a piece of full value owned by a next-door neighbor. The product of the legitimate manufacturers and the stores of the retail dealers are thus included in the general suspicion that the public has come to feel, and the value of cut glass as a whole suffers in its estimation.

What the cut glass industry needs to-day, more than new shapes or new cuttings, is a few major operations which will eliminate the element that is not only tobogganing to its own ruin, but jeopardizing the heavy investments of the legitimate manufacturers. And every retail dealer who, either knowingly or unwittingly, sells improperly-finished cut glass is undermining the reputation for reliability he has or is endeavoring to establish.

It is devoutly hoped that the strains of the imitators' requiem will soon be floating to the welcoming ears of the industry.

PERSONAL.

A MAN of marked personality is Capt. Edward Muhleman, who recently retired from the Imperial Glass Co. His advent into the glass business was an accident. A retired steam-boat captain, he made the old McLure House, at Wheeling, W. Va., his home. The affairs of the establishment at that time were in bad shape, the house was losing money, and Capt. Muhleman was finally appointed receiver. Inside of a month he put the hotel on a paying basis. A little later the Crystal Glass Co., of Bridgeport, O., became financially involved, and because of Capt. Muhleman's success in the McLure matter he was made receiver of the glass company. He brought the same business faculties into play here, and the concern was soon on its feet. When the Crystal was sold to the National Glass Co. Capt. Muhleman organized the Imperial Glass Co. The same methods that he employed in the rehabilitation of the Crystal have made the Imperial what it is—one of the foremost glass producers in the country. He will be missed in the trade; but he well deserves the rest he will secure.

H. J. Smith, Boston representative of Cox & Lafferty, who made a trip from New York through Pennsylvania, returned on Saturday more than satisfied with the results of his endeavors, particularly as it was his maiden trip over this territory.



"Ben" Miller, the old-time housefurnishing and crockery man, was calling on friends in the District this week. He has suffered a great deal with rheumatism lately, and came over just on a visiting trip.



Paul Haviland, of Haviland & Co., arrived Monday from France, where he has been visiting the factory for several months.



W. J. Noble, of John Davison's staff, came into headquarters last Thursday and left again on Monday for the East.



H. M. Tuska, of A. L. Tuska & Co., has fully recovered from a recent operation for appendicitis, and departs for 'Frisco October 15, sailing for Japan ten days later.



Roy Boyd, of the Cambridge (O.) Glass Co., was a New York visitor Friday and Saturday of last week.



John Ling, china buyer for Altman, this city, resigned his position on Wednesday.



George H. Wheelock, representing the various Wheelock stores, returned Saturday on the Deutschland after a two months' buying trip abroad.



Chas. P. Cox, of Cox & Lafferty, left on Monday night to spend a week at the Imperial glass factory, Bellaire, O.



Leo. Nussbaum, president and treasurer of the Canton Glass Co., Marion, Ind., sailed Thursday on an extended trip abroad.



W. F. Dorflinger is expected back from a vacation at Marblehead, Mass., Oct. 17.



H. S. Clarke will open with the lines of Robert Slimmon & Co. at Milwaukee Oct. 10, St. Paul Oct. 12, Minneapolis Oct. 14.



Chas. H. Taylor, of the Jewel Cut Glass Co., sends the cheering news that he is recovering rapidly from his recent operation, and expects to leave the hospital within two weeks.



On Saturday of this week Leo Sultan completes twenty-five years of continuous service with L. Straus & Sons. He commenced as office boy, and worked up

through all departments until he became a full-fledged salesman who has drawn about him a large and important following.



C. J. Noke, director of the Doulton Pottery in England, who has been making a short trip to the United States for the first time, returned from the West on Monday. He expressed himself as much pleased with what he had seen of American cities, and spoke highly of Chicago, which he thinks has a great future. He sailed for home on the Campania Wednesday.



Chas. Weiss left last week with the new samples of Wm. Guerin & Co. He will make his regular Western trip, and started out very much enthused over the new samples.



Chas. J. Rathgen, of Ferd. Bing & Co.'s Successors, sailed for Europe Tuesday on one of his regular purchasing tours.



J. S. Lauterbach and Walter Fisher, with the Strobel & Wilken Co., departed Saturday to cover the Middle West and New England territories respectively.



Otto Heinz, formerly connected with the Buffalo (N. Y.), Cut Glass Co., is now covering the city with the latest in "modern stained glass."



Peter O'Neill, lamp buyer for Abraham & Straus, was touring the fixture showrooms Wednesday.



A. Paroutaud, of Limoges, France, arrived in New York on Saturday. He will only be in this country a couple of weeks, during which he may take a trip to Chicago.



L. Bernardaud, of Limoges, arrived in New York on Friday, a passenger on the "Provence." His stay here will be short also.



Julius Palme sailed for Bremen Thursday.



Fred Skelton was elected a director of the Beaver Valley Glass Co., Rochester, Pa., at its recent annual meeting. Chas. Betts, who has been factory manager, was elected president. Mr. Skelton will leave on Monday night for a trip to the factory, and will also go to Follansbee, W. Va.



E. H. Pitkin, of Pitkin & Brooks, Chicago, is in town.



John H. Roth, of Peoria, arrived in New York from the West on Wednesday, and sails for Europe on the "Deutschland" Saturday.

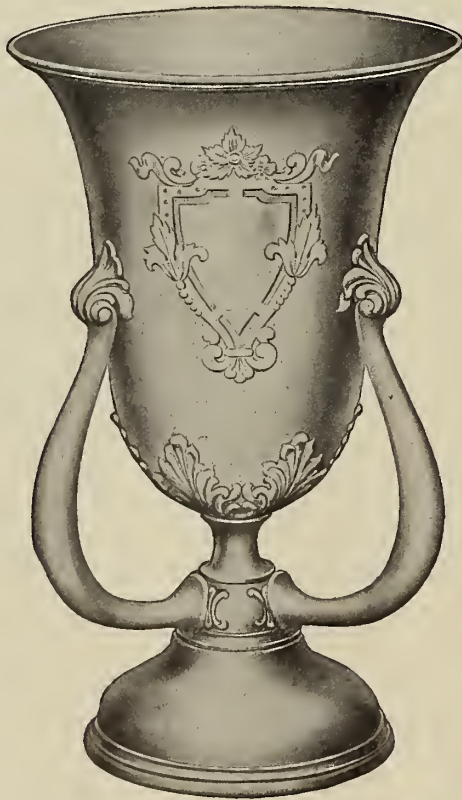
HARKER DECLINES.

[Special Dispatch to CROCKERY AND GLASS JOURNAL.]

EAST LIVERPOOL, OCT. 6.—In an interview with H. N. Harker this morning he positively declined to permit the use of his name as a candidate for president of the United States Potters' Association.

THE GOLF TOURNAMENT.

THE committee in charge of the trade golf tournament have set Thursday, October 13, as the day, and the Baltusrol Links at Short Hills, N. J., as the grounds, upon which the tournament will be played. It is expected that about thirty entries will be made. Anyone connected with the crockery, glass or brass trades is eligible, and may have his name registered by applying to Harry P. Muirheid, or any other member of the committee. The handicaps will



CROCKERY AND GLASS JOURNAL GOLF TROPHY.

be made for the CROCKERY AND GLASS JOURNAL Champion Trophy, while the subscription cup will be for the lowest gross score. The entrance fee is \$5. The committee consists of Louis F. Hinman, W. S. Pitcairn, John J. Miller, J. Duncan Dithridge, and H. P. Muirheid.

Judging by the past performances of the entrants already registered, the contest will be a spirited one. The course will be eighteen holes in the morning, and the same number in the afternoon. Intending visitors can reach the grounds by taking a train on the D. L. & W., leaving Barclay street, New York, at 8 a. m.

The CROCKERY AND GLASS JOURNAL Champion

Trophy is on view at the warerooms of Manning, Bowman & Co.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- W J Harkness, with Sibley, Lindsay & Curr Co, t, Rochester, N Y. 454 Broome.
- A D Wilhelm, with Siegrist & Fraley, hf, Buffalo. 684 Broadway.
- Miss M Lesenhuber, with J N Adam & Co, s, Buffalo. 214 Church.
- Chas May, of May Bros, c, Cincinnati. Martinique.
- A A Sprague, with Howland D G Co, c, Bridgeport, Conn. 75 Spring.
- Miss M Williams, with Cohen Co, c, Richmond, Va. 100 Fifth avenue.
- Mrs J C Nourse, with Woodward & Lothrop, s, Washington. 438 Broadway.
- Jas Hanning, with Jordan-Marsh Co, c, Boston. 31 Union square.
- O L Mason, with W L Milner & Co, s, Toledo. 684 Broadway.
- Robt Orr, with Jos Horne & Co, c, Pittsburgh. 320 Church.
- Miss J Armstrong, with Hochschild, Kohn & Co, s, Baltimore. 31 Union square.
- A D Wilhelm, with H A Meldrum Co, hf, c, t, Buffalo. 458 Broadway.
- W T Johnson & Bro, c, Key West, Fla.
- E K Hoge, c, l, Martin's Ferry, O.
- Thos Pinder and Mr Semple, with Ogden, Howard & Co, c, Wilmington, Del, and Trenton, N J.
- G C Henriot, with Meir & Frank Co, s, Portland, Ore. 31 Union square.
- A C Hislop, with Porteous, Mitchell & Braun Co, c, g, t, Portland, Me. 55 White.
- E H Wade, with W M Whitney & Co, hf, Albany, N Y. 396 Broadway.
- Mr Carl, of Carl & Co, c, Troy and Schenectady, N Y.
- Sam Averill, l, and G F Weston, t, with Jordan-Marsh Co, Boston. 31 Union square.
- T Barker, with R H White & Co, hf, Boston. 320 Church.
- D A Richards, with Stewart & Co, t, Baltimore. 214 Church.
- B R Bunting, with B Lowenstein & Bro, t, Memphis, Tenn. 43 Leonard.
- F J Stanley, with Porteous & Mitchell, c, hf, t, Norwich, Conn. 55 White.

THE COMPLIMENT RETURNED.

"I HEARD quite a neat compliment paid your line the other day," said one cut glass agent to another this week.

"What was that?" inquired his friend.

"Oh, one of my customers wanted to know if your line was made by my factory," blithely gushed the agent as he dodged a pitcher and disappeared.



AT BOSTON.

CONSPICUOUS in the past week's wholesale business was the large trade in lamps. This volume comprises orders for deliveries right up to the holiday season, and as a result the factories are reported very busy. A feature was the large number of oil lamps ordered. While this business drops a little each year, it is expected that this year will equal 1909.

Clarence Heisey, son of A. H. Heisey, was a visitor at the Boston office this week. He was here to attend the wedding of a college chum.

The Jordan-Marsh Co. has issued a fine catalogue of its china, glass, crockery and allied lines. James J. Hanning got in Saturday from a flying trip to New York.

J. H. Cecil Watson, manager art department of Bigelow, Kennard & Co., expects to visit the New York market shortly. This company has just added a line of antiques bought in England.

Geo. H. Service, with Josiah Wedgwood & Sons' New York office, was a visitor here last week.

Buyers from Lynn last week were Fred Bardwell, with Burrowes & Sanborn, and Mr. Shepard, with the T. W. Rogers Co.

Roy Phillips, traveling from the Boston office of S. A. Weller, the jardiniere house, is covering New Hampshire and Vermont.

James Beatty, of the Federal Glass Co., spent several days here with the concern's Boston representative, Albert E. Haskell. The latter is having a fine fall season with the Federal line.

William Cummings, with the David Harley Co., Pawtucket, R. I., was in the District this week leaving a few "please ship us" blanks.

Geo. W. Beals is one of the live Boston wholesale coterie who maintains a beautiful display suite and is transacting an excellent business. His lines embrace Goodwin & Kintz Co., Winsted, Ct., gas and electric portables Quaker City Cut Glass Co., International Shade Co., Century Brass Co., Crown Art Glass Co. and the Manhattan Art Glass Co. In addition to this he is the United States selling agent of the Vacuum Specialty Co., vacuum bottles, carafes, etc. On the latter he travels the Southern territory, covering the balance of the country by his agents. He has a dis-

tinguished line of patronage on vacuum carafes, having for his personal customers President Wm. H. Taft, Mrs. Grover Cleveland, ex-president Lucius Tuttle of the Boston & Maine R. R., and others.

George A. Granville has taken the representation of the Corona Cut Glass Co., Toledo, O. George says this is one of the best lines ever put on the market for the money.

Harry B. Hollis has given up the agency of the Louis Levien Cut Glass Co. and added the lines of the Benziger Co., Meriden, Ct., makers of solid brass desk and tobacco articles, and of the Harwood Mfg. Co., Brooklyn, N. Y., manufacturers of brass novelties.

Owing to the length of time required to finish his new store, Charles R. Lynde was unable to open October 1. He hopes to be in readiness in about two weeks. Mr. Lynde was with the Richard Briggs Co. for twenty-five years. His new warerooms are in the Berkeley Building.

Two Fall River glass buyers with us last week were E. B. Macbeth, with the E. S. Brown Co., and W. E. Noyes, with the R. A. McWhirr Co. The latter was here to attend a wedding.

W. M. Pingree, Boston man for the Tajimi Co., has returned from a New York State trip, and will remain around town during October.

E. E. Wilgns, of the Buffalo Pottery, is expected here in a few days following his Western trip. He will devote the rest of the season to New England.

J. W. Power was visiting Westerly, R. I., last Sunday and was surprised to see a china and glass store open and doing business. It is conducted by Seventh Day Adventists.

Recent visitors from New York were Geo. B. Jones, of Johnson Bros., and J. H. Venon.

Solomon P. Stratton, of the Jones, McDuffee & Stratton Co., is expected to return shortly from Europe.

George R. Tucker, importer of toys and dolls, sailed last week from New York for Europe in search of novelties. He will be away two months.

H. J. Smith, with Cox & Lafferty, New York, is calling on the trade in this territory.

Other buyers to say "hello!" at Boston were: Daniel Good, with the S. H. Knox Co., Buffalo; George E. Welch, Bellows Falls; A. B. Murray, of

Smith & Murray, Springfield; Mr. Keller, with Denholm & McKay, Worcester; Frank Smith, with A. G. Pollard Co., Lowell.



AT PROVIDENCE.

The JOURNAL correspondent found the Providence, R. I., retail conditions very good indeed for this season of the year. No local disturbances, such as labor troubles, shut-downs, etc. are affecting trade. The main manufacturing industries are jewelry, cottons, woollens and machinery. Thus the city is not dependent upon any one line of trade. Providence is the second largest city in New England.

One of the popular Providence buyers is James F. Leary, with the Outlet Co. He has an excellent department in the basement, and reports a very gratifying fall season.

The Shepard Co. has a good china and glass director in Frank Dunmore. His department is on the third floor, and in scope is very extensive.

ALTMAN TO OCCUPY WHOLE BLOCK.

BY the purchase of the northwest corner of Madison avenue and Thirty-fourth street B. Altman & Co. now control the block bounded by Fifth and Madison avenues, Thirty-fourth and Thirty-fifth streets. Building will be started in the spring, and when the addition is completed the whole block will be under one roof, making it the largest department store in the world.

AT PITTSBURGH.

“TRADE is fairly good, but it could be better. We are busy, but the weather has been a little against very heavy buying,” is the comment on the condition of retail trade in Pittsburgh by Thomas A. Neely, of the Boggs & Buhl stores.

Special attention is now being given by the Pittsburgh office of Kinney & Levan to lighting effects, and the firm has just issued a handsome new seventy-two page catalogue of these lines. Trade on glass, china and domestic pottery is very good.

Thomas Anderson, of the Edwin M. Knowles China Co., East Liverpool, was here during the past week.

Registered at the Hotel Henry last week was George Sylvia with the Pairpoint Corporation samples.

William Scammell, with the Maddock hotel china

lines, was registered at the Ft. Pitt Hotel for a few days last week.

A. L. Blackmer with a line of cut glass maintained a display at the Henry late last week.

The Pittsburgh Mercantile Co., owned by the Jones & Laughlin Steel Co., will soon open a new store at Woodlawn, the new J. & L. steel town on the Ohio river just north of Rochester, Pa., which will be the most elaborate of its character between Pittsburgh and Cincinnati. The china, glass and domestic pottery departments will be under the direction of Mr. Gray, of the Pittsburgh store. Orders for a considerable part of the first stock of china, glass, lamps, etc., have been placed with local representatives.

OBITUARY.

HARRY J. AXT, a member of the firm of S. Sternau & Co., art metal goods, Brooklyn, N. Y., died suddenly September 27 at his home in Newark, N. J. He covered New York and the large Eastern cities for many years, and had only recently been admitted to the firm.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Sept. 17, '10	Correspond- ing period 1909	Exports Jan. 1 to Sept. 17, '10	Correspond- ing period 1909
Boston	131	96	5546	4946
New York	38	259	5887	4335
Baltimore	24	350	10525	12561
Philadelphia. ...	31	5	4446	3284
New Orleans.....	....	27	1669	1843
Newport News...	....	29	183	977
San Francisco ..	....	....	....	180
Portland (Me.) ..	....	....	1029	1885
Galveston	48	....	1226	1152
Portland (Or.)..	....	....	....	95
Inland Points ..	....	....	1430	866
Total	272	766	31941	32124

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Sept. 17, '10	Correspond- ing period 1909	Exports Jan. 1 to Sept. 17, '10	Correspond- ing period 1909
New York	127	254	6442	5875
Boston	295	96	5431	4663
Philadelphia.	147	5	4311	3634
Baltimore	24	350	13285	13231
San Francisco ..	....	....	151	180
New Orleans. ...	62	578	2001	2473
Portland (Me.)..	....	....	1943	1943
Galveston ...	48	....	1313	1135
Newport News ..	...	29	950	977
Portland (Or.)..	....	....	55	55
Inland Points ..	....	....	942	928
Total..	703	1312	36824	35094

A MODEL CROCKERY STORE.

THE Gauche-Connor Co.'s new building at the corner of Baronne, Poydras and Carroll streets New Orleans, is finely adapted to its purpose—the first floor being devoted to a varied and comprehensive stock of china and glassware and the second entirely to housefurnishings.

The new company succeeds the old firm of John Gauche's Sons, established in 1838, the oldest wholesale and retail dealers in china and glassware in the entire South. The Gauche-Connor Co. intend to

Minton's, Crown Derby, Holland, Copenhagen, Chinese blue willow and many other famous makes will be carried in exclusive styles.

USES OF MANGANESE.

PYROLUSITE, which contains about sixty per cent of manganese, was used by the ancient Egyptians in decoloring glass—that is, in making it clear or transparent—for the addition of this mineral to glass sand



GAUCHE-CONNOR'S STORE AT NEW ORLEANS.

carry on the business with the same class of goods and popular prices as made the old firm so famous.

Winfield W. Gauche, of the new firm, has long been associated with the china and glassware business of New Orleans, has made frequent trips to the manufacturing districts of England, Holland, Russia, Germany, Bohemia, France and Italy, and is therefore conversant with all that pertains to house embellishments. Lewis S. Connor hails from Massachusetts, where for the past six years he has been civil engineer for the City of Lawrence. Emilien Perrin, a real estate and cotton magnate, completes the personnel of the company.

The new concern has the exclusive agencies for the famous Josiah Wedgwood bone china, Webb rock crystal and Chateau French china, while Haviland's,

neutralizes, or in some way counteracts, the effect of iron, which gives to glass green or other undesired colors. Pyrolusite is still used for this purpose, but ores or alloys of manganese are now more largely used in making alloys with iron, steel, copper, aluminum, and other metals in making chlorine, bromine, and oxygen, and as a disinfectant, as well as in galvanic batteries and in bleaching, dyeing, and painting.

Spiegeleisen ("mirror iron"), so called from its brilliantly glittering surface, and ferro-manganese, both alloys of iron and manganese, are prepared chiefly for use in metallurgy, especially in steel making. Some manganese steel is so hard that it is almost impossible to work it with machines or tools, so that it must be cast in very nearly the form desired for use.

COMING EVENTS.

[Traveling salesmen are often annoyed to find a fair or convention in progress in some city they propose to canvass, and of which they have had no notice. We publish a list of gatherings scheduled in the near future, so that salesmen may avoid such towns on the dates that they are held.]

State Convention, W. T. C. U., at Attleboro, Mass., Oct. 11, 12, 13.

Convention State Columbus Society, Hazleton, Pa., Oct. 11 to 13.

Convention Railway Signal Association, Richmond, Va., Oct. 11 to 13.

Columbus Day celebration, Holyoke, Mass., Oct. 12.

Celebration, Perth Amboy, N. J. Oct. 12, Columbus Day.

Fair, Topsham, Me., Oct. 11, 12, 13.

Convention Nat. Association Commercial Executives, Grand Rapids, Mich., during month of October.

Fair, Cape Girardeau, Mo., Oct. 11 to 15.

Celebration, Huntington, Ind., Oct. 12 Columbus Day.

Convention State Sunday School Association Rutland, Vt., Oct. 11 to 13.

State Convention Federation of Labor, Danbury, Conn., Oct. 11 to 14.

Celebration of Columbus Day, Pittsburg, Pa., Oct. 12.

Convention Order of Red Men, Ottumwa, Ia., Oct. 10 to 12.

Annual Convention of Oregon Postmasters, Portland, Ore., Oct. 13 and 14.

Fair, Carlisle, Ark., Oct. 17 to 21.

Mechanics' Fair, Boston, Mass., during entire month of October.

State Fair, Hot Springs, Ark., Oct. 10 to 15.

Italian-American celebration, Bound Brook, N. J., Oct. 12.

The Wisconsin Master Bakers' Association will hold their next annual convention in Milwaukee, Wis., on October 18th, 19th and 20th.

Discovery Day celebration, Elmwood, Ind., Oct. 12.

Grand Encampment, I. O. O. F., Junction City, Kan., Oct. 11.

Columbus Day celebration, Yonkers, N. Y. Oct. 12.

Agricultural Fair, Belchertown, Mass., Oct. 12.

Centennial Celebration, Cleveland, O., week beginning Oct. 10.

State Parade and 10 days' Carnival, Knights of Columbus, Bridgeport, Conn., opening Oct. 12.

Field Day of Red Men, New Bedford, Mass, Oct. 12.

Celebration, Rutland, Vt., Columbus Day, Oct. 12.

Celebration, Athol, Mass., Oct. 12.

Convention W. C. T. U., Berkely, Cal., Oct. 6 to 11.

Fair, Roverton, Conn., Oct. 12.

Street fair and carnival, Seelyville Ind., Oct. 10.

Convention Ass'n of Bivouacs, Franklin, Tenn., Oct. 12, 13.

Firemen's Muster, Hatfield, Mass., Oct. 12.

Celebration Columbus Day Webster Mass. Oct

Celebration, Columbus Day, Newport, R. I., Oct. 12.

Celebration, Westerly, R. I., Oct. 12.

Celebration of Columbus Day, Boston, Mass. Oct. 12.

Celebration of Columbus Day, Buffalo, N. Y. Oct. 12.

Celebration of Columbus Day, Elizabeth, N. J., Oct. 12.

Grand Encampment, I. O. O. F., Fond Du Lac, Wis., Oct. 11, 12.

Inter-Mountain Fair, Boise, Ida., Oct. 10 to 15.

Celebration, Columbus Day, Worcester, Mass., Oct. 12.

Celebration, Columbus Day, Waterbury, Conn., Oct. 12.

County Fair, Canal Dover, O., Oct. 18 to 21.

Convention State Federation of Labor, Rock Island, Ill., Oct. 18.

Carnival, Gettysburg, Pa., Oct. 11, 12, 13.

Celebration, Columbus Day, Dunkirk, N. Y., Oct. 12.

State Fair, Birmingham, Ala., Oct. 6 to 15.

Field Day and exhibition, Ashland, Mass., Oct. 12.

Columbus Day celebration, Lawrence, Mass., Oct. 12.

County Fair, Marietta, W. Va., Oct. 11, 12, 13.

Columbus Day Celebration, Chisholm, Minn., Oct. 12.

County Fair, Lexington, S. C. Oct. 26, 27, 28.

Agricultural Fair, Elizabeth City, N. C., Oct. 26, 27, 28.

Street Fair, Auxvasse, Mo., Oct. 13, 14.

Convention Federation of Women's Clubs, Oshkosh, Wis., Oct. 26, 27.

State Fair, Columbia, S. C. Oct. 31 to Nov. 4.

Carnival, Dover, Del., Oct. 19, 20, 21.

Rice Carnival, Stuttgart, Ark., last week of October.

Greater Camden Carnival Week, Camden, N. J., week of Oct. 10.

County Fair, Morrilton, Ark., Oct. 18 to 21.

County Fair, Chesterfield, Va., week beginning Oct. 24.

State convention Bankers' Association, Cairo, Ill., Oct. 26, 27.

Industrial Fair, Plainfield, N. J., Oct. 26, 27, 28.

Home-coming week, Raleigh, N. C., week of Oct. 17 to 22.

Convention Maryland Christian Endeavor Union, Cumberland, Md., Oct. 25, 26.

Fair, Salisbury, N. C., Oct., 18 to 21.

Field day tournament, Knights Templar, York, Pa., Oct. 14.

Fair, Petersburg, Va., Oct. 26, 27, 28.

Home-coming week, Suffolk, Va., week beginning Oct. 17th.

Agricultural Fair, Fort Erie, Ont., Oct. 18, 19.

Anniversary celebration, Kensington, Pa., Oct. 25, 26, 27.

Fair, Fayette, N. C., Oct. 25 to 28.

State Fair and Jubilee, Raleigh, N. C., Oct. 17 to 22.

County Convention Christian Endeavor, Pottsville Pa. Oct. 27, 28, 26.

Among the Potteries

East and West

East Liverpool and Vicinity.

Never before has so much interest been manifested by pottery manufacturers as that shown during the past week over the success of an electric-fired kiln, demonstrations of which have just been made at Niagara Falls, Pa. The tests were witnessed by James Pass, of the Onondaga Pottery Co., and L. E. Bown, of the Buffalo Pottery, together with other ceramic experts. During the next week or so several East Liverpool pottery manufacturers will go to Niagara Falls to witness demonstrations of this kiln, and it would be no surprise to record the erection of a number in this district. Ware is burned to cone 8, and is not required to be placed in the green or drying rooms, but is fired in the bisque as soon as possible after it is made, being carried into the kiln direct from the clay shops. Firing is completed and ware taken from the kiln within a few hours. Another feature is that the ware is burned through very quickly. It is not necessary to have the kiln fired up to a certain cone and then held there until the heat pierces the ware by stages, as is now the custom. The cost of firing such a kiln, which is on the continuous plan, is about seventy-five per cent cheaper, it is said, than the present method.

* *

Thomas Gotham, of the modeling firm of Gotham & Lockett, has severed his connection with that firm, and left for Los Angeles, where he will represent one of the Sebring potteries and the white lines of the Colonial Pottery Co., of this city.

* *

Harry Holmeren, buyer for the Denver Dry Goods Co., was here during the past week on his way home from the Eastern markets. He said that business conditions in his territory were very good, and he anticipated a heavy fall trade.

* *

A decided innovation is noted in the new catalogue issued by the National China Co. Besides giving the trade size of each item, the actual measurement in inches is also stated. Another column shows the actual weight per dozen of each item. In this manner the weight of a shipment, be it a small package or a car, can be readily ascertained, and the

buyer may know what his freight bill will be in advance.

* *

More people are being employed in the decorating department of the Smith-Phillips China Co. than for years. Every available space is being used. The decorated business on the Princess dinner shape is heavier than anticipated, and extra editions of "decals" have had to be ordered. A careful examination of the order files shows that there is not a dull-moving treatment in the entire offerings of this concern.

* *

With the Homer Laughlin China Co. conditions are better now than at any previous time this fall. The year's business will top all previous records. Of course, there are reasons for this. The company has always made a specialty of large shipments, and this fact has been appreciated by the largest buyers in the country. The decorated lines are conceded to be the most elaborate ever offered in the district, not only because of their exclusiveness, but by reason of their scope. The assortments are also popular with the smaller buyers and those who desire to turn their investments over quickly.

* *

A. M. Kilgore, of Dallas, Tex., who represents the Cartwright Bros.' lines in that State, was here during the past week. Concerning business conditions in Texas, Mr. Kilgore declared they were of the best, and said that the Texas State Fair, which is an October event in Dallas, brings buyers from every corner, the majority of whom always give liberal orders for domestic pottery.

* *

Col. John N. Taylor, of the Knowles, Taylor & Knowles Co., has returned to his desk after a pleasant vacation at Vineyard Haven, Mass. Much of his time was spent on the sea with pleasant companions, and the result has been decidedly beneficial to his health.

* *

T. A. McNicol, of the Potters' Co-Operative Co., has returned from a brief Western trip. This pottery is being worked to the limit, its sales for the first nine months of the year exceeding any previous record. The decorated lines are especially strong,

Mr. McNicol has recently placed before the buyers several new selling plans which have proved so profitable that hundreds of orders and duplicates have been received.

* *

John Rearke, for twenty-eight years an employee of the Knowles, Taylor & Knowles Co., has been made general superintendent of the New End plant of the company.

* *

"Please rush our shipment by express!" was the wording of a telegram received at a local pottery a few days ago. And thereby hangs a tale: The order wanted so badly had been received but ten days before the telegram, which was followed by an urgent letter. The shipment, which amounted to over one thousand pounds in weight, was got out by extra labor, and of course the buyer had to pay the express charges. This is a sample of how low some buyers have permitted their stocks to run because merchandise men would not forward a confirmation.

* *

John Ditmar, a saggermaker at the Harker pottery, slipped from a pile of railroad ties Sunday morning and sustained a broken leg.

* *

The \$10,000 damage case of John A. Hendricks vs. the Knowles, Taylor & Knowles Co., which has been pending for several months, has been settled satisfactorily between the parties and withdrawn. Hendricks, a kiln hand, was at work April 16th last, removing saggars stacked about ten feet high against one of the kilns. While coming down the ladder with a load a defective step caused him to fall backward, striking his head upon the brick floor and injuring him badly.

* *

A single unfooted rolled edge hotel egg-cup is a new creation of the Colonial pottery and is the first of the kind to be made in the district. It is large enough to be used for two soft-boiled eggs. Heretofore the item was only to be obtained through importing houses. It is shown in both plain white and decorated.

* *

H. A. McNicol, of the Potters' Co-Operative Co., has been confined to his home on account of illness during the past week.

* *

W. G. Jackson has started for the West with the Taylor, Smith & Taylor lines, and so far the trip has been a most successful one. W. C. Lynch in the Eastern territory has also been picking up his share of the business, and as a result the Chester plant has been working steadily.

✂

The Salem China Co. is now catering to the dinner ware trade almost exclusively, and is showing a higher class of treatments than heretofore. The decorating department is in charge of John Ball, for several years with the National China Co. at East Liverpool.

Former Secretary of State Henry C. Trenton. Kelsey, who donated the new Kelsey

Memorial School of Industrial Arts now under course of construction here, has returned from Europe, where he gathered some valuable pottery ware, paintings, etc., to place in the new art school in a room set aside for the collection of about 1,000 pieces of art work gathered by his wife.

* *

The Cook Pottery Co. is having more difficulty in shipping goods than in booking orders, owing to a scarcity of freight cars.

* *

N. R. Montgomery, of the International Pottery, arrived home from Europe last Sunday.

* *

Harry Isdell, an operative employed at the Artistic Pottery, had one of his hands painfully crushed while at work last Thursday. Following treatment at the Mercer Hospital he was removed to his home.

* *

Francis B. Lee, president of the Trent Tile Co., has returned to business after spending six weeks sightseeing and handshaking around historic spots in Virginia, West Virginia and Maryland.

* *

Joseph H. Lawton, of this city, was married to Miss Alma Dean Hoffmann, of Frenchtown, at the latter place last Thursday. Mr. Lawton is the son of W. H. Lawton, Eastern representative of the National Tile Co., with offices in New York City.

* *

John M. Pope, general manager of the Mercer Pottery Co., has been selected as one of the commissioners to investigate the charges preferred against the Board of Water Commissioners, who are alleged to have deducted money from the pay envelopes of employees of that department for political campaign purposes.

* *

Starting next Saturday, the sanitary operatives of this city will enjoy a half-holiday the year round on Saturdays. This is the outcome of a recommendation made at the recent convention at Atlantic City, at which the handlers of clay were granted their increase in wages.

✂

Two dinner shapes will be shown by the Niles, O. Tritt China Co.—one fancy and the other plain. Harry Harris, from the Pope-Gosser China Co., Coshocton, will have charge of the decorating department here.

✂

The Youngstown Chamber of Commerce is anxious to have a pottery located in that place, and it is said that proper inducements will be offered any firm contemplating the erection of a new plant.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Laughable stories are being told of buyers coming into the market now and wanting goods at old prices, and who after failing in their efforts try to "ring in" a new order under an old date. But it is of no avail. The new prices are firmly established and are being adhered to strictly. Even those firms which were reported as having the lowest prices in the district are now selling their tumblers and kindred lines on the same basis as the other manufacturers.

Jobbers of confectioners' goods have placed good business for candy trays, sodas and mugs during the past week.

Another advance has been made. This time it is on pearl-top salts and peppers, which have been increased from 25 to 33 per cent.

Orders during the past week for tumblers and stem lines have not been as strong as previously. Some buyers, the sales managers believe, are holding off because they have enough goods on hand for present needs, and think that before they are ready to place additional business they will be able to obtain lower figures. Any buyer who is holding off with this idea in view will be mistaken. A little later the factories will be more crowded with business than they are now, and it will be difficult to get orders shipped promptly. It is reasonably certain that present prices will remain intact.

Frank Fenton, of the Fenton Art Glass Co., has returned to Williamstown after a brief visit in the Pittsburgh district.

C. H. Blumenauer, president of the Jefferson Glass Co., Follansbee, W. Va., has returned to his office after a week spent in the West.

Salesmen for the United States Glass Co. have started out on their fall trips. W. F. Jones has the Northwest, and W. J. Dillon and W. I. Campbell have started for the Southwest. Henry Nickel has returned from a good trip through the Central West,

and after spending a few days at the home office will start out again.

Ink wells have been added to the production of the New Martinsville Glass and Mfg. Co. One is made in three pieces, while another is a double ink and pen-rest.

Glass and pottery manufacturers will be greatly in evidence in Pittsburgh during the week of October 11. The annual meeting of the United States Potters' Association will be held at the Ft. Pitt Hotel at that time, and the Glass Association's and the workers' conference committees will also gather here on the same date.

W. C. Rankin, a former well-known glass and pottery salesman of this district, has formed a connection with the John Hackenberg house at Milton, Pa.

Harold Gauding, for some time connected with the McKee Jeannette Glass Co., has taken a position in the Pittsburgh office of Kinney & Levan.

Country merchants who have been coming into the local china and glass jobbing houses have been buying more liberally this season than last fall. Considerable of the glass business being placed is specified for early shipment, and general lines are being ordered.

Construction of the new plant of the Ripley Glass Co. at Connellsville is progressing rapidly, and it is possible that glass will be made within the next six weeks.

The United States Glass Co.'s quarterly dividend of one per cent was paid Oct. 5. This stock is fast regaining its old-time form.

Leon Neubrik, with the Crowley-Milner Co., Detroit, Mich., was among the glass buyers in the district during the past week.

There is an unusual demand for decorated table sets in the Northwest, and the decorating shops here

are enjoying an excellent trade from that section. Floral patterns are selling best, although the plain ruby and ruby-and-gold lines are also moving nicely. The Oriental Glass Co. announces an exceptionally good trade.

The Pittsburgh Lamp Brass and Glass Co. has declared the regular quarterly dividend of 1¼ per cent on the preferred stock.

Two hundred more persons were given employment when the entire plant of the Lippincott Chimney Co. opened here Oct. 3. The full working force is now on duty.

The Canton Glass Co. is now operating its plant to capacity. During the summer shutdown the company re-built all its lehrs and installed a new gas-producer.

C. A. Rodefer recently appeared before the East Liverpool Board of Trade relative to the establishment there of a new glass plant. A proposition was made to form a company and sell \$10,000 worth of stock in East Liverpool, Mr. Rodefer to put up a like amount. No decision was reached.

Five new shops have been added to the Bell bottle factory, which recently resumed operations here after a long shut-down.

The Fostoria Glass Co. are so well satisfied with their artificial gas producers that they propose installing five more of them. They believe they can save money by using this device.

WHAT THE BUYER IS PAID FOR.

It is alleged by numerous traveling salesmen that one of their hardest feats is to get buyers in the smaller cities of New England to look over their lines. Nothing discourteous enters into the affair, but many of the buyers simply won't "take a look." It is generally acknowledged that glancing at the various new goods is educational and time profitably spent. A man is under no obligation to buy simply because he inspects a line, nor does any traveler demand it, and the excuse "I know the goods" is not sufficient except in extreme cases. Then what is the reason?

"What policy do you pursue as far as looking at

goods is concerned?" was asked by a JOURNAL reporter of one of the biggest buyers in the city.

"It is my rule," he replied, "to see every line that I possibly can. It would be neglecting my own interest as well as that of my house not to do so. Why, some of the houses from whom I now buy in large quantities did not possess a single article that I could sell a few years ago. The manufacturers are constantly revising and adding to their output, ever improving in quality and style. Of course, there may be one or two exceptions when a line is presented two or three times without a change. Then, again, listening to a seller's talk on the merits of different pieces is valuable whether I buy or not, as most of the boys do not stretch the truth too much. Besides, a buyer is paid to look at goods, whether they be crockery, china, glass, lamps, or any other commodity in which he deals."

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending October 4, 1910.

BREMEN		
6 packages glassware.....	L Straus & Sons	
4 " ".....	Eimer & Amend	
79 " ".....	Strobel & Wilken Co	
172 " ".....	Miscellaneous Orders	
2 " earthenware.....	L Straus & Sons	
5 " ".....	Froeber & Vollrath	
18 " ".....	Knauth, Nachod & Kuhne	
58 " ".....	Strobel & Wilken Co	
153 " ".....	Miscellaneous Orders	
1 " chinaware.....	J H Venon	
1 " ".....	Miscellaneous Orders	
4 " toys.....	F A O Schwartz	
177 " ".....	Geo Borgfeldt & Co	
52 " ".....	A Steinhardt & Bros	
9 " ".....	Bawo & Dotter	
171 " ".....	Strobel & Wilken Co	
225 " ".....	Miscellaneous Orders	

HAVRE		
2 packages chinaware.....	Wm Guerin & Co	
1 " ".....	J Pouyat Co	
3 " ".....	Haviland & Co	
3 " ".....	Miscellaneous Orders	

GLASGOW		
4 packages earthenware.....	W S Pitcairn	

LIVERPOOL		
7 packages earthenware.....	The Rowland & Marsellus Co	
15 " ".....	Meakin & Ridgway	
15 " ".....	H C Edmiston	
12 " ".....	E Boote	
19 " ".....	L Straus & Sons	
27 " ".....	W S Pitcairn	
32 " ".....	Maddock & Miller	
3 " ".....	J Wygand & Co	
12 " ".....	Lazarus & Rosenfeld	
17 " ".....	F W Woolworth & Co	
8 " ".....	Fondeville & Van Iderstine	
13 " ".....	R Slimmon & Co	
8 " ".....	Strobel & Wilken Co	
20 " ".....	Miscellaneous Orders	
5 " glassware.....	W H Plummer	
68 " ".....	Miscellaneous Orders	
41 " toys.....	Strobel & Wilken Co	



NEW YORK, OCT. 13, 1910.

THE POTTERS' CONVENTION.

OVER 300 kilns were represented at the thirty-second annual meeting of the United States Potters' Association, which convened in the assembly room of the Ft. Pitt Hotel, Pittsburgh, Tuesday morning, with President Hugh A. McNicol in the chair.

This was the first time the association had met in Pittsburgh since December 10, 1901, when a session was held at the Hotel Henry.

In his opening address President McNicol referred feelingly to the four members whose deaths had occurred since the previous meeting—A. M. Maddock, H. H. Preston, W. L. Taylor and W. V. Judson. Then plunging into business, he said:

With the great howl for downward revision of tariff and the upward tendency of labor, the committees appointed to consider these questions should be selected very carefully, for we must have men on both who can and will spare the time, as they are our most vital interests. We all thought everything was signed, sealed and delivered until Oct. 1911; but we had a little flyup in the East Liverpool district which I believe cost in labor alone considerably over \$100,000. How it could have been prevented, God only knows.

One other committee which should get busy is the Size Committee, for one of the unpleasant things we have, both in the workshop and the selling end, is the off sizes; and I do hope that committee will not leave this meeting until they do something for the general good of all; and that by Jan. 1, 1911, this one evil will be a thing of the past.

The Price List is another committee that I believe should do something; we know some articles made in pottery do not pay the labor, and should be equalized.

If the Sales Committee can only form some minimum for plain ware only, it will have done a world of good.

Joseph Mayer presented the following report for the Statistics Committee:

REPORT OF STATISTIC COMMITTEE.

Owing to the United States Geological Survey acting in conjunction with the Bureau of the Census during the year 1909, and owing to the greater detail called for by the census schedules, the statistics of the production of pottery in the United States for 1909 are not yet available for distribution; hence, the estimated production of \$15,000,000 for 1909 given in last report is not yet confirmed. The majority of the potteries have been quite busy this year, and the production of general ware for the year 1910 is estimated by a competent authority at \$16,000,000.

The importations of foreign goods for the year ending June 30, 1910, are as follows:

Not Decorated	\$1,196,740.00
Decorated	9,359,176.00
All other	240,318.00

Total \$10,796,234.00

BY COUNTRIES:

United Kingdom	\$2,777,571.00
Austria-Hungary	827,356.00
France	1,797,504.00
Germany	4,018,561.00
All other Europe	257,267.00
Japan	1,257,197.00
All other	85,670.00

The figures by countries do not agree with the total importations, because they include \$224,892 worth of firebricks and tiles, which are separated in the totals, but not in the amounts by countries.

It is to be noticed that the importations for 1910 are

about one million dollars more than 1909, but over two a half million less than 1908.

The importations for seven months ending July for the past three years are as follows:

1908	\$6,097,861.00
1909	5,490,868.00
1910	5,768,165.00

The following new kilns are reported as erected during the past year:

Carrollton Pottery Co., Carrollton, O.....	1 Kiln
Trenle China Co., East Liverpool, O.....	2 "
French China Co., Sebring, O.....	3 "
W. S. George Pottery Co., East Palestine....	1 "
Canonsburg Pottery Co., Canonsburg, Pa.....	3 "

The Canonsburg people are also reported to be erecting a new plant.

The National China Co., of East Liverpool, have taken over the old Dresden Pottery Co.'s plant at Salineville. This plant has a capacity of six kilns.

The Tritt China Co. have purchased the plant of the Bradshaw China Co., at Niles, Ohio.

W. E. Wells presented the following resolution on the death of William L. Taylor, a former member of the association, and a son of Col John N. Taylor:

This Association can perform no sadder duty than that of recording the death of one in the early prime of his manhood and usefulness, one who all his life was intimately connected with the pottery industry, being a member of one of the pioneer pottery families of East Liverpool, and an active member of a firm that for more than half a century has occupied a position of unusual prominence in the industry.

William Llewellyn Taylor, oldest son of Col. John N. and Bell Knowles Taylor, was born at East Liverpool, May 4, 1872, and died suddenly January 8, 1910, at Ormond, Florida, where he had gone with his wife in the hope of restoring his broken health.

At eleven years of age Mr. Taylor entered Poughkeepsie Military Institute at Poughkeepsie, N. Y. After a thorough course there he attended the Pennsylvania Military Academy at Chester, Pa.

He then became identified with the Knowles, Taylor & Knowles Co., with the ambition to equip himself as a practical pottery manager. In 1899 he was made General Manager of The Taylor, Smith & Taylor Co., which business was operated for several years under the joint control of Mr. Taylor and his brother, Homer. That position was relinquished as the result of prolonged ill health, but later he returned with the Knowles, Taylor & Knowles Co., with which he occupied the position of General Manager at the time of his death.

Mr. Taylor took an active and intelligent interest in public affairs, having been a member of East Liverpool's first Board of Public Safety, which position was filled with marked ability and devotion to the public welfare.

Will Taylor was a loyal citizen of East Liverpool, a social favorite with friends in every walk of life, because he was unsparing in his friendship. He was a loving, devoted father and a faithful son. He was an ardent and sanguine believer in the future of American pottery, and one who took a keen interest and pride in the work of this association.

Therefore be it resolved, That the United States Potters' Association recognizes with profound sorrow the loss to its membership and to the pottery fraternity of one whose beautiful life ended all too soon; and that to those who have sustained the irreparable loss of son, of husband, and of father we extend our heartfelt sympathy.

Following the adoption of this resolution, the report of Treasurer Charles C. Ashbaugh was read.

The convention then went into executive session and heard reports from Vice-President William Burgess and the Price List Committee.

The Labor Committee reported through its chairman, W. E. Wells, as follows.

REPORT OF LABOR COMMITTEE.

The general ware potteries of the Association are operating under the Pittsburg Labor Agreement which expires October 1st, 1911. Both parties to that agreement have duly observed its conditions, so there has been no serious labor disturbance in any department affiliated with the N. B. of O. P. The Standing arbitration committees have had about the usual number of trying problems of local character to adjust, but through long experience, accumulated precedents, natural ability and systematic methods, they have succeeded admirably in their tedious work with a minimum of friction, and with the general approbation of all parties interested.

There was a time when the decisions of the standing committees were rather freely and unjustly criticised if they did not quite succeed in giving both sides to a controversy everything they wanted. There was some display of that spirit of selfishness, and of that inability to recognize two sides to a dispute which condemns the judge who fails to decide your way, and which has always been, and always will be, the one great obstacle to the peaceful adjustment of labor problems. We are to be congratulated that through the successful working of the joint arbitration plan for several years, the employers as well as the workmen as a whole have now come to realize it is much better to arbitrate than to fight, and that these committees as a court for the adjudication of controversies is one of the wisest provisions of our wage system. The work of those committees is still further justified by the undeniable fact that their settlements are in the main more nearly just to both sides than the average private settlement, yet the private settlement is preferable whenever possible in order to avoid overloading the Committee.

While it is understood that disputes upon which the standing committee can reach no agreement may finally be referred to the labor committee, it speaks well for the work of the former that but one such question has been passed up during the last year.

The Western Committee has been more or less annoyed by disputes submitted from firms which are not members of the Association. The only instance on record of a firm refusing to be governed by the decision of the committee was in a case which had been unwittingly settled for a non-member. That incident demonstrated the wisdom of the rule that the committee shall refuse to act upon any dispute that does not come from a member of the Association. The man who takes advantage of the benefits that accrue from the work of this Association, operating his factory under our wage scale, using our selling price lists, indirectly obtaining possession of our literature, and enjoying his full proportion of whatever protection comes from our customs work, and yet refuses to become a member of the Association presumably because of the trifling dues, is certainly not entitled to any consideration at the hands of our committees.

We expect good faith from the workmen, and we must show them good faith in return. We cannot afford to be placed in a bad light before the Brotherhood by accepting responsibility for the behavior of non-members who recognize no obligation either to us or to the Brotherhood, and who feel at liberty to violate the provisions of the labor agreement at will and let us bear the consequences.

The strike of the bisque brushers and dippers' women at East Liverpool during the last week of March was the only interruption of any moment resulting from labor troubles in the West. Their demands were compromised by granting the following scale of wages, which represents an average advance of about ten per cent:

Bisque brushes.....	\$1.05 per day.
Stampers	1.10 per day.
Dippers' women.....	1.10 per day.
Drawing women.....	1.00 per day per kiln.

That strike was a difficult one to handle as the women were unorganized, recognized no authority, had no responsible head and were taking advice from male agitators of the most unscrupulous type. They refused to deal through either the Brotherhood or the standing committee. Some similar trouble has been experienced at some individual factories with the decalcomania transfer women who have shown a disposition to be exceedingly arbitrary.

It is only a waste of words to attempt to discuss the merits of a dispute with them, or to appeal to their reason, or to recognize the possibility that there may be two sides to a question in which their own earnings are involved. There is no standard scale for decalcomania work, there is no responsible head empowered to act for all the women, so that one firm after another has been held up, one shop has been see-sawed against another, the women drift about from one place to another at their own sweet will, with the net result that an extortionate level of wages has been reached, out of all



EDWIN M. KNOWLES.

THE NEW PRESIDENT

proportion to the service performed. It is hardly an exaggeration to say that decalcomania women in the potteries of this Association draw more money in proportion to the hours of labor and to the skill involved than do the women in any other occupation on earth.

Their average earnings are higher than those of teachers, stenographers or skilled seamstresses. They are almost double those of trained clerks or those of female employees in factories generally.

The American potteries can and should pay as high a scale as that prevailing in other American factories, but they cannot continue to pay a higher scale and succeed. Some of our potteries are operating at a loss, with others it is a tight squeeze to meet pay rolls; the profits of the most successful are extremely meagre. It is not fair that any special class of work people should be exorbitantly paid, while the boss goes home on payday with an empty pocket, and perhaps his bank credit strained to the limit.

This is only a word of warning that unless some steps are taken to head off the skyrocket tendency of wages in the decalcomania and other unorganized departments we will all come down like the stick.

Col. John N. Taylor, chairman of the Executive Committee, reported as follows:

REPORT OF EXECUTIVE COMMITTEE.

Since our last annual meeting nothing has transpired to require the special attention of the committee, but an oversight of all matters pertaining to the general interest of the Association has been maintained.

The special activities of your committee have been centered in our representatives and Executive Commissioner in matters pertaining to customs and tariff administration.

The work along these lines has been pushed vigorously and done in a manner highly satisfactory to your committee. A report more in detail will be made by him which will give the Association a fuller understanding of the amount, quality and variety of the work accomplished.

We recommend a continuance of the services of William Burgess and the vigorous prosecution of the work, giving the Executive Committee full power to act for the Association in this matter as heretofore.

Three new members were added to the enrollment during the past year by the Membership Committee, as shown by the following report from John T. Cartwright, chairman:

"Your membership committee has received applications for active membership from the Anchor Pottery, Trenton, N. J.; Penna. China Co., Kittanning, Pa., and Cook & Co., Ford City, Pa., whom we are most heartily pleased to recommend.

Resolutions on the death of A. B. Maddock, prepared by A. G. Dale, of the International Pottery Co., Trenton, were then read:

"The members of the United States Potters' Association, deeply regretting the death of Archibald Middleton Maddock, the untimely end of whose active life is mourned throughout the pottery industry and felt as a great personal loss by his associates, hereby

"Resolved, That we record our sorrow in the death of our fellow member, giving expression to the esteem in which we hold his memory; to our admiration for the sterling qualities which brought him deserved honor and success; to our regard for his devotion to the welfare of this Association, the interests of which through his ability and energy he materially advanced, and to our appreciation of his worthy traits of character and disposition which endeared him to all who knew him as a companion and friend.

"Resolved, That we extend to his bereaved family our sincere and tender sympathy in their great affliction."

There was no report from the Historical Committee, as the following letter explains:

Mr. H. A. McNicol, Pres.,

United States Potters' Association.

Dear Sir:—The notice from the Secretary to have my Historical Report ready for Oct. 11th came duly to hand. I regret, however, to inform you that owing to the change of the date of the annual meeting of the Potters' Association, and also to the fact that I have been so busily engaged the whole of this year in rebuilding our factory—which was burned down on Feb. 1, 1910—that I have not had time to collect my data to make an intelligent and interesting report of the pottery business for the year 1910. I therefore crave your indulgence and the indulgence of the Association, and ask that my report be deferred until 1911, when I hope to be in a position to submit a report covering the two years.

Very truly yours,

HENRY BRUNT, Historian.

AFTERNOON SESSION.

At the opening of the afternoon session a nominating committee was appointed by President McNicol as follows: W. E. Wells, John N. Taylor, T. A. McNicol, A. G. Dale, and John George.

It was the unanimous sense of the convention that the price of 9s plainedge basins should be advanced to \$10.80 per dozen January 1, 1911, and that all contracts made for this item between now and that time would be on that basis.

The report of the Transportation Committee was made by its chairman, Marcus Aaron, as follows:

REPORT OF TRANSPORTATION COMMITTEE.

For the classification of commodities the country is divided into four territories known respectively as the Official, Southern, Western and Transcontinental. In the past each territory has been represented by its own classification committee, each working independently of any other, with the result that rules, definitions, and groupings have shown no uniformity, causing much confusion, both to shippers and to transportation companies. In no other commodity were the definitions and rules more conflicting than in the pottery schedule. They were subject to change without notice by one classification committee or another so that pottery shippers were obliged to be constantly on the alert in order to avoid violating some new rule as to minimum carload weight, the matter of trailers, or the kinds of pottery that might be combined in one shipment.

With a view of permanently solving this problem, a joint committee on uniform classification was appointed, and has been at work for upwards of a year, with a view of establishing a uniform basis which should govern the entire country. That committee apparently is doing the work thoroughly, and early in the summer devoted quite a little time and attention to the pottery schedule. A sub-committee of three visited East Liverpool, Trenton, Syracuse, and other points, in order to obtain advice and suggestions from the actual shippers, and to personally make themselves familiar with all kinds of crockery.

The most difficult problem confronting them was that of arranging a set of definitions so that it might be possible to apply the same rates to vitrified hotel china as to earthenware and retain a higher rate for the finer grades of thin china. The committee appeared quite as anxious as the potters themselves to reach that result, but in trying to frame it up the several paragraphs were changed and re-written many times before reaching what appears to be a schedule that will accomplish the purpose.

The following is a copy of the complete pottery paragraphs as finally decided upon:

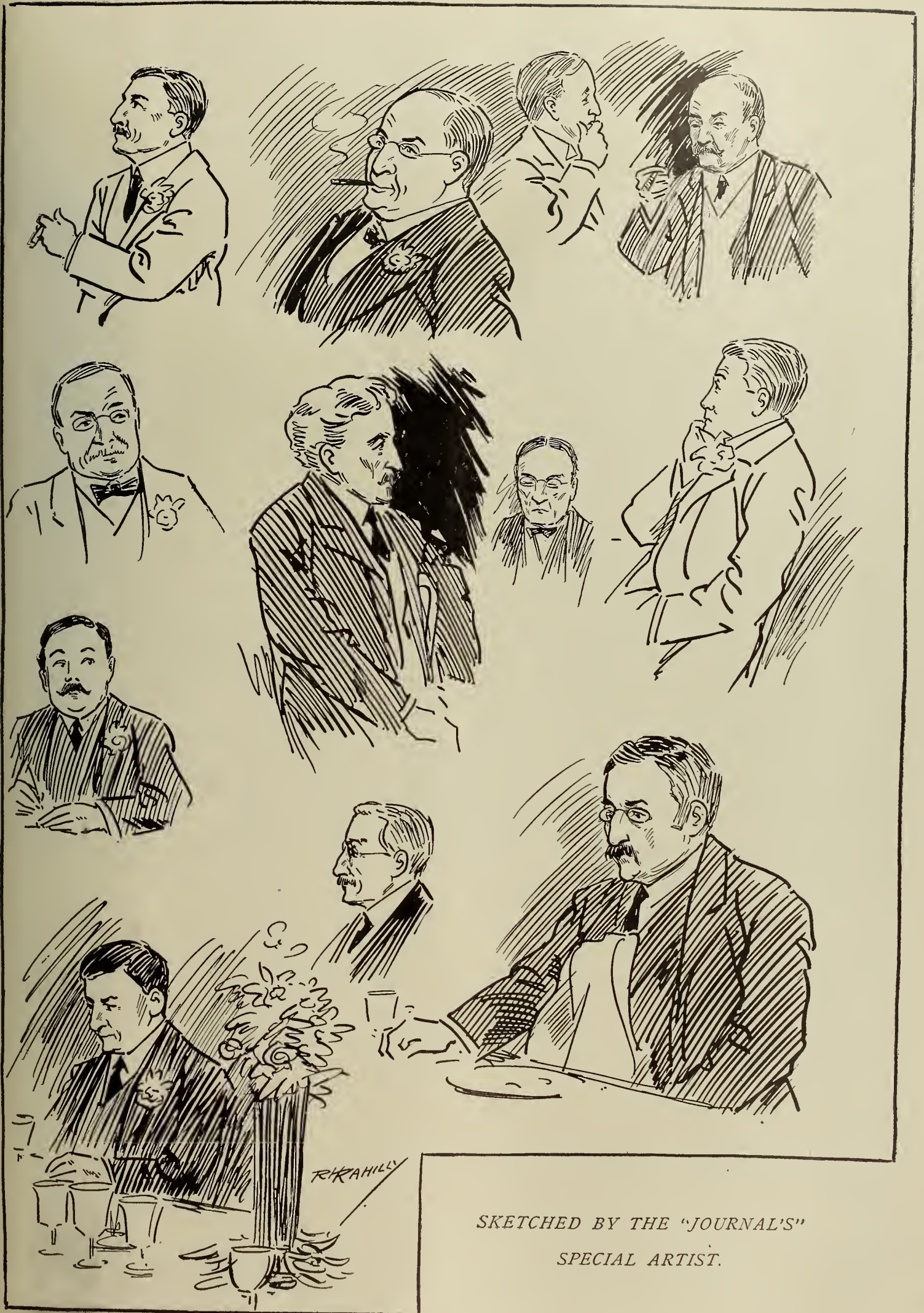
- Reinforcement or strapping as provided in Rule 8, Section 7, will not be required on bent-wood crates.
- Porcelain ware (ware made of hard paste, completely vitrified, and not absorbent in fracture) not otherwise indexed by name.
- Art or Decorative, packed in barrels or boxes.
- Other than Art or Decorative, packed in barrels or boxes.
- China ware (ware made of china, clay or compound clays completely vitrified and not absorbent in fracture) not otherwise indexed by name.
- Art or Decorative, packed in barrels or boxes.
 - Other than Art or Decorative—
 - Bone, packed in barrels or boxes.
 - Other than Bone;
 - Translucent;
 - Packed in crates.
 - Packed in barrels or boxes.
 - Not translucent;
 - Packed in crates, (see note) L. C. L.
 - Packed in barrels or boxes, L. C. L.

- In packages named or in bulk packed in excelsior, hay, straw or similar packing material, C. L. min. wt. 24,000 lbs.
- Earthenware (ware made of common or compounded clays by more than one firing, not completely vitrified, absorbent in fracture) not otherwise indexed by name.
- Art or Decorative, packed in barrels or boxes.
- Other than Art or Decorative—
 - Packed in crates (see note), L. C. L.
 - Packed in boxes, L. C. L.
 - Packed in barrels, L. C. L.
 - In packages named or in bulk packed in excelsior, hay, straw or similar packing material C. L., min. wt. 24,000 lbs.
- Stoneware (ware made of common clay not compounded and by one firing only, not otherwise indexed by name.
- Art or Decorative, packed in barrels or boxes.
- Other than Art or Decorative—
 - Packed in crates (see note), L. C. L.
 - Packed in boxes, L. C. L.
 - Packed in barrels, L. C. L.
 - In packages named, or in bulk packed in excelsior, hay, straw, or similar packing material, C. L., min. wt. 24,000 lbs.
- Jardinières, Pedestals, Towel Urns (holders) or Umbrella Stands, earthenware or stoneware.
- Packed in crates.
- Packed in barrels or boxes.
- Broken Pottery or Broken Saggars (Shard)—
 - In barrels or boxes, L. C. L.
 - In packages or in bulk, straight or mixed, C. L., min. wt. 36,000 lbs.
- Saggars—
 - Loose, L. C. L.
 - In barrels, boxes or crates, L. C. L.
 - In packages or loose, C. L., min. wt. 30,000 lbs.
- Pins, Stilts, or Spurs, Potters' Clay—
 - In barrels or boxes, L. C. L.
 - In packages named, straight or mixed, C. L., min. wt. 30,000 lbs.

This schedule does not establish rates. The rate-making power still lies with the several classification committees, and it is still possible that in different territories crockery will take different classes. However, it is altogether probable that the various paragraphs will be fixed at uniform rates the country over, and thus avoid the extreme confusion that has heretofore prevailed in that particular. At all events, the rules will be uniform, which will greatly simplify the subject from the shipper's standpoint.

From the potter's standpoint the most important happening that has occurred during the year touching freight matters was the passage by Congress on June 18th of what is known as the "Railroad Act." It is doubtful whether the bearing upon our industries of one of the most important provisions of that act has been fully realized, as it does not appear to have attracted the attention it deserves.

Members of this Association have frequently brought to the attention of the various Congressmen the unfair discrimination made by the railroads in favor of the imported as against the domestic product. This is an old question and it is hardly necessary to refer to the fact that for the past generation the through rates from European seaports to points west of the Mississippi River have been lower than the through rates from East Liverpool and Trenton to the same points, in some instances the foreign rate being less than 50% of the domestic rate. Our friends in Congress have been agitating some correction for several years, and it was doubtless through this agitation that the railroads partially corrected that condition two or three years ago. Hon. James Kennedy of Ohio took a special interest in the subject, and being a member of the Interstate and Foreign Commerce Com-



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mittee, which formulated the Railroad Act, he found in it his opportunity to embody a remedy into law. His proposition excited extreme opposition, and became known as the "Long and short haul" clause. In committee, he was supported by Hon. W. P. Hubbard, who is also familiar with the pottery situation, and finally by the Chairman, Hon. James R. Mann. These three Republicans, with the assistance of the Democrats in committee, adopted the clause over the negative votes of the other Republicans. Afterwards the clause was strenuously opposed in the House, and especially in the Senate. It attracted much newspaper attention, and perhaps was the most discussed feature of that important act, but it finally carried by a narrow margin.

The following paragraph is the clause in question:

"Sec. 4. That it shall be unlawful for any common carrier subject to the provisions of this act to charge or receive any greater compensation in the aggregate for the transportation of passengers, or of like kind of property, for a shorter than for a longer distance over the same line or route in the same direction, the shorter being included within the longer distance, or to charge any greater compensation as a thorough route than the aggregate of the intermediate rates subject to the provisions of this act; but this shall not be construed as authorizing any common carrier within the terms of this act to charge or receive as great compensation for a shorter as for a longer distance.

"Provided, however, that upon application to the Interstate Commerce Commission, such common carrier may in special cases, after investigation, be authorized by the commission to charge less for longer than for shorter distances for the transportation of passengers or property and the commission may from time to time prescribe the extent to which such designated common carrier may be relieved from the operation of this section: Provided, further, that no rates or charges lawfully existing at the time of the passage of this amendatory act shall be required to be changed by reason of the provisions of this section prior to the expiration of six months after the passage of this act, nor in any case where application shall have been filed before the commission, in accordance with the provisions of this section, until a determination of such application by the commission.

"Whenever a carrier by railroad shall in competition with a water route or routes reduce the rates on the carriage of any species of freight to or from competitive points, it shall not be permitted to increase such rates unless after hearing by the Interstate Commerce Commission it shall be found that such proposed increase rests upon changed conditions other than the elimination of water competition."

Mr. Kennedy fought diligently for the insertion of a mandatory clause that no higher charge should be made for a shorter than for a longer haul after this act should go into operation. It will be noted from the reading of the paragraph that he did not succeed in that respect, as this law provides practically that the Interstate Commerce Commission may authorize, upon the application of the transportation companies, a lower rate for a longer than for a shorter haul, when in their judgment such lower rate may be justified. However, the new law takes the subject out of the hands of the transportation committees and places it under the control of the Interstate Commerce Commission, from whom it is reasonable to expect that we may receive protection against the unreasonable and extortionate rates that have prevailed in the past. We may depend upon no change for the worse in the future, with the reasonable probability that the present rates will be gradually modified in our favor.

The law took effect August 18th, and it will be noted the paragraph provides that no change in rates will be required for six months after that date. Then, the present discriminatory rates may be continued only upon application in advance of the transportation companies, and the approval of that application by the Interstate Commerce Commission.

It is believed that when the national uniform classification becomes effective, and the Railroad Act becomes operative in the clause quoted, our commodity will receive so much better consideration than heretofore, that we, as shippers will have little cause for complaint. In the opinion of the Transportation Committee, no further action is necessary or desirable upon the part of the Association until after these remedial measures have become operative and are tested out.

WEDNESDAY'S SESSION.

There were 343 kilns represented at the session of the Association Wednesday morning. Soon after the meeting commenced the nominating committee went into executive session, as did the price list committee.

Resolutions on the death of Edward Baker Judson, former president of the Onondaga Pottery Co., Syracuse, N. Y., were read and adopted.

Referring to experiments with a recently-invented electric kiln—an exhaustive account of which will be found in another part of this issue, James Pass, of Syracuse, spoke at length. He described the method followed in firing kilns in this manner and the probable results that might be obtained from its use.

William Burgess then continued his report, part of which had been given during the afternoon session of the first day.

The report of the Nominating Committee was read and adopted, resulting in the election of the following officers:

E. M. Knowles, president
Wm. Burgess, first vice-president
J. M. Pope, second vice-president
H. D. Wintringer, third vice-president
Charles C. Ashbaugh, secretary-treasurer

The following standing and special committees were chosen:

Executive—John N. Taylor, W. L. Smith, Charles Howell Cook, W. E. Wells, H. A. McNicol, H. D. Wintringer, George C. Thompson, H. N. Harker, A. G. Dale, Henry Brunt, Chas. F. Gosser.

Labor—W. E. Wells, H. N. Harker, J. H. Mulhairn, John N. Taylor, W. L. Smith, Thomas A. McNicol, F. A. Sebring, Moses Collear, George C. Thompson.

Art and Design—T. A. McNicol, Frank R. Haynes, Charles May, James Pass, Lew H. Bown, Cris Horton, H. R. Wylie.

Membership—John T. Cartwright, W. S. George, W. W. Harker, W. H. Phillips.

Price List—A. G. Dale, W. E. Wells, H. L. McNicol, W. H. Griggs, J. T. Smith, J. R. Warner.

Reception—W. L. Smith, Edwin M. Knowles, John A. Campbell.

Kiln and Fuel—James Pass, Henry Comfort, Charles I. Aaron, H. N. Harker, John W. Vodrey, George S. Goodwin, John George, E. L. Henderson.

Transportation—Marcus Aaron, John A. Campbell, John Maddock, John A. McNicol, Samuel B. Larkins, H. R. Wylie.

Historian—Henry Brunt.

Statistics—Joseph Mayer, Louis I. Aaron, G. A. Trenle, Clarence Bauman, Ambrose Cartwright, George W. Ashbaugh, Silas M. Ferguson, Jr.

Auditing—J. R. Warner, W. S. Brunt, Dale Thompson.

Machinery—Pat. McNicol, Chas. F. Goodwin, Geo. W. Bowers, Oliver Vodrey, Guy Crooks, L. C. Pierson.

Charles F. Goodwin, Goodwin Pottery Co., E. Liverpool, O.

Robert T. Hall, Hall China Co., E. Liverpool, O.

William Brunt, Brunt Pottery Co., E. Liverpool, O.

H. A. McNicol, T. A. McNicol, Potters' Co-Operative Co., E. Liverpool, O.

C. H. Bauman, Globe Pottery Co., E. Liverpool, O.

William S. Burford, E. Liverpool Potteries Co., E. Liverpool, O.

John T. Cartwright, Cartwright Bros. Co., E. Liverpool, O.

Chris Horton, Colonial Co., E. Liverpool, O.

Marcus Aarons, Louis I. Aarons, W. E. Wells, Homer Laughlin China Co., E. Liverpool, O.

Geo. C. Thompson, The C. C. Thompson Pottery Co., E. Liverpool, O.



BANQUET OF THE UNITED STATES POTTERS' ASSOCIATION.

Material—Ernest Mayer, Robert T. Hall, John George, Dan Cronin, Will E. Vodrey, Thos. Price, Thomas Carr.

The last session of the Association was executive, but it is not denied that consideration was given the question of creating a change in the selling lists of some items. Secretary Ashbaugh was not at liberty to make any positive announcement at this time.

Those present were:

Charles Howell Cook, Cook & Co., Ford City, Pa.; Penna China Co., Kittanning, Pa.; Cook Pottery Co., Trenton, N. J.

Hal Harker, Harker Pottery Co., East Liverpool, O.

V. Q. Hickman, J. T. Smith, Smith-Phillips China Co., East Liverpool, O.

Joseph Mayer, Mayer Pottery Co., Beaver Falls, Pa.

John W. Vodrey, Vodrey Pottery Co., E. Liverpool, O.

J. R. Warner, Warner-Keffer China Co., E. Liverpool, O.

Edwin M. Knowles, The Edwin M. Knowles China Co., Potters' Supply Co., E. Liverpool, O.

Col. John N. Taylor, Knowles, Taylor & Knowles Co., E. Liverpool, O.

John George, Cannonsburg Pottery Co., Cannonsburg, Pa.

H. R. Wylie, H. R. Wylie Pottery Co., Huntington, W. Va.

C. C. Ashbaugh, West End Pottery Co., E. Liverpool, O.

A. G. Chambers, H. L. Haris, Pacific Coast Borax Co., New York.

Geo. J. Niebuhr, Hanovia Chem. & Mfg. Co., Philadelphia.

W. N. Taylor, Natl. Lead & Oil Co., Pittsburg.

W. A. Shaw, T. P. Ferguson, R. Gaertner, New York.

Wm. Burgess, A. G. Dale, International Pottery Co., Trenton, N. J.

W. H. Griggs, Anchor Pottery Co.

S. B. Larkins, National China Co., E. Liverpool.

W. C. Lynch, Taylor, Smith, Taylor Pottery Co., E. Liverpool.

W. S. George, U. S. George Pottery Co., E. Palestine, O.

H. D. Wintringer, Steubenville Pottery Co., Steubenville, O.

H. L. McNicol, E. McNicol Pottery, E. Liverpool.

W. C. Henderson, Carrollton Pottery Co., Carrollton, O.

H. W. Smith, Werner Malch, Otto Weil, Roessler & Hasslacher Chemical Co., New York.

Thos. F. Stevenson, Jos. A. Knox, United States Glass Co., Pittsburgh.

THE BANQUET.

Crab Flake Supreme.
Strained Gumbo.

Baked Lobster, Thermidor.
Sweetbreads Gabrielle.

Punch Dubonnet.

Squab Guinea, Southern Style.
Salad.

Pudding Melba
Camembert

Fancy Cake.
Coffee.

W. E. Wells was appointed toastmaster at the banquet on Wednesday evening, and he filled the position excellently. After paying a glowing tribute to the efforts of "Uncle" Joe Cannon and other Congressmen who have been of service to the Potters' Association he called upon H. N. Harker. The latter, however, waived the pleasure in favor of, as he phrased it, "more powerful speakers."

Congressman James Kennedy, who represents the pottery districts of Eastern Ohio, told interestingly of the different kinds of insurgents in the House.

W. C. Lynch related some road stories that evoked a lot of applause.

Thomas W. Morris, who said he went to East Liverpool when a boy to learn the newspaper game, told his experiences in reporting the early meetings of the U. S. Potters' Association.

Charles Howell Cook, of Trenton, declared that great respect was due to those representatives in Congress who have stood so nobly by the American pottery industry.

James Huss, of Pittsburgh, whom all about the festal board declared was a counterpart of Congressman James Tawney, of Minnesota, spoke briefly.

Alfred Day, for eight years secretary of the United States Potters' Association, told of some of the early work done by the organization.

Thomas A. Neely, buyer for Boggs & Buhl, Pittsburgh, and the only buyer at the banquet, was heartily received when he arose to speak. He dwelt at length upon his happy association with the representatives of the American pottery manufacturers.

George C. Thompson pleased the crowd immensely with a number of piano solos and some interesting remarks upon trade conditions.

Congressman A. J. Barchfield spoke in a most entertaining manner. He told of the work already

done by Congressmen to further the pottery industry, and of their willingness to always continue to labor in its behalf.

IMPORTS AND EXPORTS.

OFFICIAL figures just received show that for the month of August the china and earthenware imported total in value \$1,320,267, against \$1,228,495 for the same month in 1909. The largest volume came from Germany, the imports being valued at \$575,547 as against \$472,019 for August last year. For eight months ending September 1 the imports for the term total \$7,088,432, whereas in 1909 for eight months the value was \$6,719,363, and for eight months in 1908, \$7,251,808. In all instances for the terms covered the largest imports were from Germany, with the United Kingdom occupying second place, France third, Japan fourth, and Austria fifth.

Exports of these goods for August totaled \$276,098 and for August last year \$170,926. For eight months ending Sept. 1 the exports were valued at \$1,565,902; in 1909 \$1,173,291, and in 1908 \$1,177,887.

There was a decrease of \$40,299 in the imports of glassware for August, 1910, over those of August, 1909. For eight months ending Sept. 1, however, there was an increase of \$269,580 over the imports for the same term during 1909. For August, 1910, the total imports of glassware, including stemware, etched goods, blown, pressed and lighting goods, amounted to \$283,400, while for the same month last year the value was \$323,699. For eight months ending Sept. 1 the imports totaled \$2,418,879; in 1909 they were \$2,149,319; in 1908 \$1,775,554.

The exports of glassware for August, 1910, totaled \$243,782, and for August, 1909, \$215,886. For eight months they amounted to \$1,901,464; in 1909 to \$1,509,996, and in 1908 to \$1,378,429.

GLASS MEN MEET.

THE National Glass Association met in the rooms of the Flint and Lime Mfrs'. Association, Pittsburgh, Pa., Oct. 11, to consider difficulties which have arisen since the meeting with the workingmen at Atlantic City. Some of the figures arranged for at that time have been disputed, and new problems have arisen. The meeting extended over Wednesday, the 12th. Most of the matters in dispute were settled, and as we went to press it looked as if an amicable adjustment of all disputed points would be reached. The manufacturers represented were: William Gillinder, Edgar Gillinder, Thomas McCreary, Marshall G. Gleason, James Goggins, Daniel Schramm, Hugh McAfee, A. Libengood, C. B. Roe, Thomas Dugan, A. J. Holton, Frank Fenton, C. E. Voilte, Major Rodefer, Louis Kauffeld.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 13, 1910.

THE OUTLOOK.

THOSE who scan the financial horizon announce that they perceive the first signs of a brightening sky, says a writer in "The Manufacturing Jeweler." For a long time gilt-edged bonds have been without a market and have been at a low level. It has been a period of distrust and suspicion. Following the course of what is called the investment cycle, individuals and institutions that have been accumulating money are now beginning to place some of their funds into bonds of unimpeachable quality. If the usual development takes place as it has on previous occasions, bonds suitable for savings banks will be the first to appreciate, followed by the next grade until the latter reach a level no longer tempting to investors. Gradually the entire bond market will be carried upwards, whereupon the attention will be directed to well-seasoned dividend-paying stocks, and finally to the entire list—good, bad and indifferent. The present initial stage will, no doubt, be aided by the distribution on October 1 last of close to 170 million dollars in the form of interest and dividends—an increase of nearly seven millions above the disbursement of last year.

It is generally recognized that the financial community is feeling somewhat more optimistic. Whence this optimism? ask the manufacturer and the merchant. Investment money, answers the financier, is once again exhibiting confidence in good securities and present prices are attractive. In other words, political and legislative factors have been pretty thoroughly discounted, and an immense crop is now practically

assured. The autumn is certain to bring an appreciable degree of commercial improvement; it looks as if the worst had been encountered, and a brighter prospect looms up before the general community, while the conviction is gaining ground that the country is approaching a sound economic basis with reasonable rapidity.

PERSONAL.

THE retirement of John Ling as china buyer at Altman's, announced in the JOURNAL last week, was a surprise to those who did not know that he was booked to succeed N. H. Gardinier at Gimbel Bros. Mr. Ling has had an extensive experience in the trade, having formerly been in partnership with J. M. Stewart, now of Stewart & Crocker, and later with the Siegel-Cooper Co.



Leo Nussbaum, president and treasurer of the Canton Glass Co., who was scheduled to sail last Thursday, postponed his departure until the following Saturday.



Chas. P. Cox of Cox & Lafferty, returned last Monday from a week's visit to the Imperial Glass Co.'s factory at Bellaire, O.



D. King Irwin, of the New York office of the United States Glass Co., returned on Monday from a short visit to the factory at Pittsburgh. R. G. Haugh, who has charge of the export department of the company, spent the week-end in New York.



E. Torlotting plans to leave next Monday for a Western trip with the St. Louis Crystal Glass Co.'s line.



John B. Barney left the District last Monday with the new French china samples of M. Redon.



Frank Warren departed last week on a short trip with the new samples of Maddock & Miller.



Geo. F. Helleck, of Easton, Pa., was in the District last week seeking premium goods.



William L. Smith Jr., son of W. L. Smith of the Taylor, Smith & Taylor Pottery Co., and Miss Maude Emeline Barlow, daughter of Mr. and Mrs. Joseph Barlow of East Liverpool, were married at the Ft. Pitt Hotel, Pittsburgh, at eleven o'clock Wednesday morning by the Rev. J. D. Brownlee, past of the First United Presbyterian Church, Indiana, Pa., and an uncle of the groom. Only a few immediate re-

latives of the parties attended, and following a wedding dinner Mr. and Mrs. Smith left for a two weeks' trip through the East. Upon their return they will reside in Phoenix avenue, Chester, W. Va., where they will go to housekeeping immediately. The father of the bride is City Treasurer Joseph Barlow, of East Liverpool, and a part owner of the Colonial Pottery Co.



Wm. P. Graham, of Graham & Zenger, leaves Sunday for Boston and Canadian points.



D. J. Mahoney, of the Fostoria Glass Co.'s Boston office, is off on an order-getting trip which will take him through Western Massachusetts.



Mr. Van Roden, of Wright, Tyndale & Van Roden, Philadelphia, was one of the District's prominent purchasers this week.



Daniel Taylor, president of the Pittsburgh Lamp, Brass and Glass Co., returned to the home town after an extended trip East accompanied by his wife.



Howard Evans, of the general office of the Macbeth-Evans Glass Co., is back again at headquarters after a trip through the Great Lake district.



S. E. Kaufman, the Trenton china and cut glass dealer, accompanied by Mrs. Kaufman, returned home last week from an automobile tour through the New England States. They were away two weeks, during which time they traveled 1,145 miles without the slightest mishap—not even a punctured tire. Mr. Kaufman was in the District Tuesday making purchases.



W. E. Hunter, president of the Economy Tumbler Co., Morgantown, W. Va., left New York last week after successfully consummating his business.



J. Seth Hopkins, a veteran china man of Baltimore, was hurt by a falling case of ware a week ago, and was obliged to be sent to the hospital. At last reports he was resting easily.



Chas. Streiff, of Wm. Guerin & Co., was registered in Richmond, Va., last week.



Miss Emma Leichner, well known in the crockery circles of Grand Rapids, has engaged with the Leonard Hobart Co., that city.



G. Schlueter, of Yonkers, N. Y., who maintains one of the finest china and art stores on the Hudson,

was in the District Tuesday. Mr. Schlueter has just invented and patented an ingenious dish washing device.



H. S. Clarke opens with the Slimmon lines at St. Paul Oct. 15, Minneapolis Oct. 18-19, Sioux City Oct. 20.



Messrs. Faulkner and Forbes, Eastern representatives for the C. E. Wheelock Co., came in from the road last week to confer with Mr. Wheelock, who had just arrived from abroad.



F. O. Shattuck, of the Bassett staff, ran into headquarters for a few days last week. He is now headed West.



D. R. Marshall is scheduled to open next Monday at the Quincy House, Boston, with the line of the Tarentum Glass Co. He will remain all week.



Herman C. Kupper postcards the following from Limoges: "Time is flying, and yet it seems to me as if I left New York a year ago. I am looking forward with pleasure to my return to dear old Murray street, and hope to be there about the 28th of October."



W. P. Jervis, author of the "Encyclopedia of Ceramics" and for years a valued contributor to the JOURNAL, is delivering a course of lectures under the auspices of the New York Board of Education on "The Potter and His Art." Oct. 14 he lectures at Public School, No. 33, the Bronx; Dec. 9 at Public School 117, Brooklyn; Dec. 12 at Public School 27, the Bronx.

GLASSWARE WANTED IN SOUTH AMERICA.

AN American consul in a South American country writes that a firm in his district desires catalogues and price lists of table glassware, including cut, etched and the common varieties. Address Bureau of Manufactures, Washington, D. C.

BIG BANQUET DECIDED UPON.

THE banquet committee of the Western Glass and Pottery Association held a special meeting at the Ft. Pitt Hotel Tuesday evening and decided to hold an elaborate banquet at the Ft. Pitt on the evening of January 5, 1911. The list of speakers will include the most prominent men in the public eye and in the glass and pottery trades.

The committee is composed of President W. W. Lang, W. G. Lynch, George C. Thompson, H. A.

Keffer, Marion G. Bryce, Robert G. West, H. L. Dixon, J. G. Kauffman, S. H. Sterling and Harry Ross.

The contest for new members is progressing most favorably, over twenty-five names having been added during the past fortnight.

LEVIEN PETITION DISMISSED.

THE petition in bankruptcy filed Sept. 28 against the Louis Levien Cut Glass Co. was dismissed last Monday upon the application of the attorneys for the glass company, who stated that all creditors had been paid in full. The liabilities were stated to be \$11,500: assets \$25,000.

When Mr. Levien was questioned as to the contemplated suit for damages against the McKee Glass Co. for breach of contract he stated that Andrew J. Smith, president of the McKee Glass Co., came to New York last Friday night and that Mr. Levien personally and the Louis Levien Cut Glass Co. released the McKee Glass Co. from the damages referred to for a cash consideration. Mr. Levien further stated that his company is not accepting any orders for glass, and will not do so until Jan. 1, 1911.

THE CONDITION OF BUSINESS.

Business is improving. There is no great avalanche of orders to record, but the fact that the buyers in town are placing a greater percentage of orders than heretofore is enough to justify the above statement. There are plenty of "Please ship us!" slips that call for more than the usual amount of goods

A number of buyers from local and suburban territory have not as yet placed their orders for Christmas stocks. It looks as though there will be plenty of gnashing of teeth later on when these people find that their orders cannot be rushed through for immediate shipment.

Road men are beginning to get fully into their stride. Business has been particularly good with them, especially in the West and South, and optimism is general. Some time ago it was a question as to whether the road men could bring the total of sales up to the average on account of the dull business in New York, but this seems to have been accomplished in most cases. Quite a number of salesmen are reporting that orders from buyers who have not looked over the metropolitan market are larger than usual. This looks as though the most conservative have full confidence in the business outlook.

Lamp buying has picked up considerably, although the bulk of the business has not been placed as yet. The local trade was fairly represented last week, but the out-of-town order-givers seem to be unreasonably coy about fixing up their stocks.

Mail orders have been keeping up their good showing. There is very little fault found with this end of the business.

Retail trade has shown a great improvement. It would be interesting to know just how much cut glass was sold in New York last week. Nearly every department store in this city advertised special sales on this, and also on decorated china dinnerware. Quite a large amount of earthenware of the cheaper grade has also been sold. Department stores and the small merchants are beginning to experience the volume of business they ordinarily expect at this time.

While some manufacturers have from two to three weeks' business ahead on their books others have six and seven.

Still others have started to work double shifts in decorating shops. On the other hand, there are manufacturers who could handle more business without crowding their capacity. On the whole, business is better than a year ago, decorated lines being especially in demand.

Notwithstanding a slight falling off in business during the past week, manufacturers report trade still brisk. While all the plants are going along steadily, the orders being booked are smaller than those previously received. A number of new lines are being prepared for the first-of-the-year buyers.

The steady demand for goods continues and there is no hesitancy in ordering on account of the advanced prices. Staple lines are moving nicely. Mails are fairly good, and salesmen are sending in better orders.

In this district both pottery and glass manufacturers are working their plants full time, and there is no let up in orders. The demand for the colored glass lines is as strong as ever. Etched and cut goods are selling better than a year ago, and pressed crystal wares are moving up to the standard. Domestic pottery is in active demand.



THE GOLF TOURNAMENT.

Arthur A. Bean Wins the "Crockery and Glass Journal" Championship Trophy.

IN the tournament at the Baltusrol Links, Short Hills, N. J., on Thursday, Oct. 13, the CROCKERY AND GLASS JOURNAL Championship Golf Trophy was won by Arthur A. Bean with a score of 196. The Subscription Cup for the lowest gross score was secured by John J. Miller with 197; and the silver-mounted cane presented by President Snow fell to the lot of E. H. Peck, whose score was 198.

The thirteen contestants teed off shortly before ten o'clock, and began the first round in the following order, with the handicaps as indicated:

Foursome: H. P. Muirheid, J. Duncan Dithridge (4), C. Walbridge (2) E. H. Peck.

Foursome; L. B. King, John J. Miller (6), A. A. Bean (8), Louis Hinman (8).

Twosome: Kennard L. Wedgwood (8), L. S. Owen (8).

Threesome: Robt. Slimmon (16), E. F. Anderson (22), Albert E. Snow (8).

Harry Muirheid captured the honors in the tee-off, playing the ball high and making a splendid drive. Most of the others got away in good style. The play was fast, and by 10:30 the leaders had completed half of the first round.

The day was an ideal one from every standpoint. The sun shone from a clear sky, and the crisp autumn air gave a zest to the playing that could hardly have been surpassed.

The responsibility of selecting good caddies was delegated to Harry Muirheid, he being on his home links and supposed to know what caddies could find the elusive spheres and those who might be inclined to hold them for ransom. After the pedigrees of the youngsters had been carefully gone into, and the selections made, a call went up for partners.

The various parties were made up with due regard to their proficiency, the better players leading off, and the others following according to their estimated abilities to find the various holes with the least expenditure of energy and time. By the time the last man had teed off the leaders had passed from view.

A. A. Bean was the first to get into difficulty, and although handicapped with a lame hip managed to get the ball out of the trap by a terrific drive with

the brassie. At the end of the first half he encountered similar trouble, but got out in two.

The first foursome's progress over the greens was not marked by any special incidents. E. H. Peck made his first hole in 6, which was only beaten by J. J. Miller, who was in the second foursome, and who accomplished it in 5. The third hole, made in 9, was his highest score on a single green.

The playing of the second foursome was especially noticeable for good driving and placing the balls safe from the bunkers and traps.

The Slimmon, Anderson and Snow threesome were in difficulty pretty nearly all the time, and finished with the three highest net scores of the morning session.

MORNING SCORE

	handicap	net
Anderson.....	22	130
Walbridge.....	2	108
Dithridge.....	4	108
Miller.....	6	98
Wedgwood.....	8	104
Hinman.....	8	109
Bean.....	8	99
Snow.....	8	141
Slimmon.....	16	123
King.....		102
Peck.....		98
Muirheid.....		106

The results of the afternoon game, other than the prize-winning scores, were not obtainable up to a late hour last night, due to a discussion regarding who had won the fob.

THE GAME FROM THE GALLERY.

E. H. Peck was easily the champion long-range putter on the field. The way he applied "English" to the ball was a source of anxiety to his opponents.

A tree in the path of H. P. Muirheid's ball spoiled one of the prettiest drives of the game. Mr. Muirheid's comments were explicit, descriptive and intense.

L. B. King, who took part in the first foursome, enjoys the distinction of being one of the star players in the Salesmen's Association. He is the head of L.

B. King & Co., Detroit, Mich., and his entrance into the field was welcomed by all hands. The strange links, however, militated against him, and he finished fourth in the morning round with a score of 102.

E. H. Peck, who won the CROCKERY AND GLASS JOURNAL trophy last year in the play-off with J. Duncan Dithridge, and John J. Miller, who was on his home links, carried off the honors of the morning jointly with the score of 98 each.

A point which made the crockery and glass men feel pretty good was the fact that the caddies were without exception above the ordinary in intelligence.

ting out of the wrong side of a bunker his next shot sent the ball cheerfully back again.

The Anderson, Snow and Slimmon trio certainly had all the fun out of the game that could possibly be extracted. Their laughter could be heard pretty nearly all over the course.

A corps of expert sodders followed in the wake of a certain contestant, patching up the grass.

As E. F. Anderson was gazing retrospectively at the tallest bunker on the course a "wild" ball neatly relieved him of his brassie.



SUBSCRIPTION CUP

THE "JOURNAL" CHAMPIONSHIP TROPHY
CANE PRESENTED BY PRESIDENT SNOW

GOLF TOURNAMENT PRIZES

They knew the course thoroughly, and their advice was solicited with success by many players.

Robert Slimmon was bemoaning the fact that he didn't have a chance to go over the course once for practice. He was heard to remark that such difficult golf courses would not be permitted in Scotland.

By the way, the luncheon at the Club was a remarkably good one. It goes without saying that the players did it full justice.

It did not take the bunch long to shake their sweaters. Fifteen minutes' exercise was enough to bring the perspiration to the surface.

Albert E. Snow was in particularly hard luck during the morning session. After successfully get-

There was a wild scramble among the hackmen when the golf party descended from the train. It so happened, however, that there were enough players to go around, and every driver secured a "fare."

A. A. Bean's driving was fine. It looks as though the "Doodle-Doodle" Bowling Club of Brooklyn, of which he is a member, is responsible for keeping his long-distance judgment in good trim.

H. P. Muirheid made his initial hole in seven, but averaged lower during the course of the morning.

C. C. Walbridge began by making his first in eight, and after getting into his stride made a number of holes in four.



SNAPSHOTS ON THE LINKS.

KILN-FIRING BY ELECTRICITY.

Of all troubles that confront domestic pottery manufacturers, the question of kiln firing, either with gas or coal, is, perhaps, one of the most perplexing. For many years coal was used, and then came the natural gas. Oil has also been tried, but this has not met with the universal approval of the trade. Now comes the electric-heated kiln, and it is just possible that in later years all domestic pottery will be fired with a heat obtained from that source. Successful experiments are now progressing, and have attracted the attention of the domestic pottery manufacturers.

The manufacture of pottery ware is still in many ways one of the most backward of our great industries. In the United States the value of the annual production of these wares, according to Federal reports, amounts to about \$160,000,000. There being imported also \$14,000,000 worth of the finer grades of porcelain each year.

The quality of our porcelain is no better, and generally not as good, as that in use in our grandmother's time. The general method of manufacturing and firing is the same as has been in use for ages past.

Electrical power has not been used up to this time for pottery firing for the reason that in all the present processes the heat is used in a very wasteful manner, and after being used once is lost. Under these conditions electrical power could not compete commercially with coal or gas firing. But with kilns and process designed for the use of electrical power it is possible to use the heat over and over, thereby overcoming this difficulty.

In present practice the ordinary kiln is circular in form, with a diameter of 18 to 20 feet and a height of from 15 to 20 feet, the top being arched over in dome shape. This structure is built of brick having flues in its walls and bottom for the conduction of the burning gases. The wares to be fired are first placed in saggars, and the saggars then placed in certain form in the kilns, care being used in arranging suitable spaces between the rows of saggars for circulation of the gases. It is also often necessary to use fire brick supports so that the saggars, which are piled on top of one another, will not crush and warp those upon which the greater pressure rests.

When filled the kiln is closed, the door bricked up, and the firing begun; fires being built in furnaces in the outer walls of the kiln, the gases and fumes passing into the kiln, circulating around and between the wares, and passing out through other flues into the air. Due to the fact that if the wares are heated too rapidly they will be cracked and injured, and also that the hot gases from the furnaces enter the kiln with strong drafts, it is necessary to use great caution in heating up these kilns without injuring the wares. It requires a number of days to heat and cool the kiln, outside of the time required for filling and emptying it.

When the kiln becomes very hot the outflowing gases must have as high a temperature as the hottest part of the kiln. A great loss of heat energy is thus experienced.

The kiln being large, and heated by hot gases forced into it from the furnaces, it is evident that parts of the kiln adjacent to the furnaces will be heated to a much higher temperature than other parts, thus accounting for the great losses due to wares in the same kiln being partly over-burned and partly under-burned, which requires the assorting of the product and the selling of not a small percentage of it as inferior production at reduced prices.

All present processes are carried on in an intermittent manner, the kilns being filled, fired, cooled and emptied, and with each heating and cooling of the kiln the expansion and contraction of the materials forming its walls and lining cause a definite and costly deterioration of the structure.

Due to the manner of firing by furnaces and the accompanying gases and drafts, it is extremely difficult to control the heat in the kiln, or know exactly what heat is being attained in all parts; therefore the whole contents of a kiln, amounting possibly to thousands of dollars, are sometimes lost, owing to improper firing. It is difficult in the use of the present methods to control the heat, especially at the high temperatures, it being practically impossible to obtain in a satisfactory manner the high temperatures required for the burning of the finest grades of porcelain.

There is in use another form of coal or gas-fired kiln so arranged that the gases do not come in contact with the wares, but pass in flues through the walls of the kiln. These kilns are known as muffles, and on account of their wastefulness of heat are only used where absolutely necessary.

In order to overcome these difficulties it is planned to fire domestic pottery in a kiln which is heated by electric power. Such a kiln has now been invented and constructed, and material actually fired in it, showing that it will meet the requirements of heat necessary for the burning of any kind of clays or ceramic wares.

The application of electrical power makes possible radical changes in the form of kiln construction, the entire absence of drafts and fumes, and therefore the conservation of the electrical heat applied to the ware; also the handling of this ware by continuous process in small quantities.

The heat being transferred from the fired material to the raw material while they are close together, without the existence of currents of air or drafts, thereby requiring only a small fraction of the time for completing the operation, all firing in the kiln is done in a small area easy of inspection whose heat is under absolute control. In the heating chamber it is possible to obtain any heat desired, restricted only by the melting of the walls of the furnace.

The construction of the electric kiln for producing these effects is materially as follows:

A series of chambers built end to end, having two parallel tracks on which trains of fireproofed trucks carrying the articles to be heated are moved in opposite

directions, so constructed as to rouse the electric energy by transferring the heat from the outgoing finished product to the incoming raw material. The source of heat is located in the middle chamber, and the temperatures of the other chambers progressively decrease towards both ends of the kiln. The several chambers and their trucks are of the same length, and when the kiln is in operation each chamber is occupied by two adjacent trucks of the opposite moving trains.

The trains are moved simultaneously at intervals, so that the trucks of each are successfully shifting from chamber to chamber of increasing temperatures up to the heating chamber, and then through chambers of decreasing temperatures until they leave the kiln. The periods between the shifting of the trucks are sufficient to permit the transfer of heat from the articles on the one truck leaving the course of heat to those on the other truck in the same chamber until the two become substantially equal, so that when the finished articles leave the kiln their temperature is a little above that of the atmosphere.

The trucks have end walls which close the opening in the partitions between the adjacent chambers, retarding the flow of heat from one chamber to another. The kiln walls and the floor and end walls of the truck have dead air spaces to retard the flow of heat there through. It is therefore apparent that the amount of electrical heat necessary to supply a kiln of this kind will be such as will merely make up the losses of radiation through the walls of the furnace, which by proper construction may be made very small. And the difference of temperature between the outgoing and incoming material, which by adjusting the number of chambers in line, may be decreased to any amount desired.

In this style of furnace all materials receive exactly the same heat conditions, and the products will therefore be perfectly uniform. Also due to the fact that there are no moving gases in the kiln or furnace to discolor the wares, or to crack them by uneven heating and cooling, it is possible to heat and cool them very much more quickly; actual work having been accomplished in four hours that in ordinary practice takes from six to eight days.

The heat, being produced by electric power, is always absolutely under the control of an attendant, and a perfectly uniform or controlled heat can be produced and maintained, automatic regulators being possible if desired. There being no combustible gases in the kiln, or furnace, it is possible to maintain therein any form of atmosphere desired, thus allowing the firing of the ware in atmospheres directly designed to eliminate injury to the ware, and also improve their quality and coloring. The absence of gases in the use of electrical power also makes it possible to obtain temperatures at present unattainable in practice.

Each part of the kiln is maintained at a constant temperature. There is, therefore, no heating and cooling of the linings, which eliminates the deterioration of the

kiln by expansion and contraction. From the experimental work thus far carried on, the indications are that electrical firing will prove more economical than the present coal or gas firing, and that the time of firing for nearly all wares can be reduced from five to twenty times.

This form of kiln is also directly applicable to all forms of tempering and annealing of clay wares, glass, and other lines.

Briefly, the electric kiln will do this:

Fire clay or china ware in as many hours as it now requires days.

Eliminate losses due to uneven and poor burning, and make possible a uniform grade of product.

Produce and maintain the actual heat required.

Produce higher temperatures than now possible.

Eliminate objectionable gases which destroy and discolor wares.

Make possible the ideal continuous kiln, the furnace of which is always maintained at a constant temperature.

Eliminate the cost of piling and protecting the wares in large gas or coal filled kilns.

Cost of firing less than coal, because heat is used over and over, the greatest loss being radiation from outside of kiln.

Nine-tenths of the kiln never being heated to high temperatures, and always kept at a constant temperature, it does not deteriorate.

In the developing of an electrical heating device by means of which the firing chamber could be brought to and maintained at any desired temperature with a minimum expenditure of energy, various heating devices were investigated, and the experimental work finally developed a form of resistor which will not only satisfy the prime requisites of the problem, but is of very simple construction and will last for long periods without renewal or repair.

Since the resistor is made of carbon, it must be protected from the atmosphere of the firing chamber, since this will, in general, be oxidizing in character; consequently the resistor is placed in a compartment directly above the roof of the firing chamber, and the roof is constructed of a highly refractory material, which is also a good conductor of heat. For this purpose we have found that recrystallized silicon carbide is the most suitable material.

The resistor is best formed of carbon rods which are stacked up to a height depending on the total length of the resistor, the diameter and lengths of the rods, and the desired working voltage. When the electric current is passed through a resistor built in this way it becomes heated to a temperature which, other things equal, depends upon the rate of generation of electrical energy. The resistor, as already pointed out, rests on a floor of recrystallized carborundum, this forming also the roof of the firing chamber, and on account of its high heat conductivity quickly carries the heat from the resistor to the firing chamber. The sides and cover of the resistor

chamber are formed of refractory heat insulating materials, so that as far as possible all heat generated in the resistor is conducted to the firing chamber.

The resistor being completely enclosed, the manner of preserving it from oxidation is simple, for it is possible to keep a stream of reducing gas, such as carbon monoxide, flowing continuously into the resistor chamber, so that the pressure within is slightly above that of the atmosphere. Thus even supposing some cracks or other air leaks are formed, after long working, in the resistor chamber the ingress of air which might cause burning of the resistor carbons or terminals is prevented. And the leaks are quickly determined by the ignition of the outflowing gas.

The small furnaces or kilns so far built by John L. Harper, chief engineer of the Hydraulic Power Co., Niagara Falls, N. Y., and also of the Cliff Electrical Distributing Co., of the same place, and worked to determine the feasibility of the electrical kiln idea, have given highly satisfactory results.

In the manufacture of porcelain and other ceramic materials the nature of the atmosphere in the kiln is often of great importance. In the ordinary kiln this is attended to by the firemen and is affected by the method of burning the fuel; but in the electric kiln the atmosphere in the firing chamber is under much more perfect control.

Doubt has been expressed as to the feasibility of working the electric kiln or furnace with cars, as proposed; but there is no reason for this. Furnaces have been designed, and many are now actually working successfully, where cars are used in a similar manner. For example, we may refer to the Grondal furnace used for baking briquettes of magnetic oxide of iron, where cars as proposed in the Harper furnace are used and where a temperature of 1350° is attained.

The electric resistor used in the heating of the Harper furnace can be so constructed as to have a commercial permanency.

Actual experiments have shown that a small firing chamber of 100 cubic feet in capacity can be maintained at a temperature of 1250° C. (2280° F.) with a current of about 30 Kw. without taking any special precaution as regards heat insulation. A larger firing chamber would require more energy, but the increase would be in less proportion to the increase in cubical capacity.

Experiments have shown that a temperature of 1400° C. (2600° F.) can be reached and maintained in the firing chamber.

Experiments have also shown that a great variety of ceramic materials can be fired in the electric furnace and a thoroughly satisfactory product obtained. Several varieties of porcelain ware have been treated in the Harper furnace, and in every case very satisfactory results were obtained. The varieties of material chosen were such that the furnace was tested at several different temperatures, from the low temperature used in decorative work to the high temperatures used in making porcelain insulators.

DEATH OF COLONEL C. J. SEITER.

ON Sunday last Colonel Charles Jacob Seiter, a member of the well-known china and glassware firm of Higgins & Seiter, 50 West 22d street, this city, died suddenly from acute indigestion at his home in Mount Vernon. He had been playing golf at the Siwanoy Country Club, and complained of feeling ill. On his way home he collapsed. A doctor was sent for immediately, but the Colonel was dead when he arrived.

Colonel Seiter started life as a clerk in Allen's hardware store at Poughkeepsie in 1860. After some years of service the greater advantages of the city appealed to him, causing him to sever his connection and come to New York, where he secured employ-



THE LAST PICTURE TAKEN OF COL. SEITER.

ment with Hadley & Co., china merchants, then located under the old Cooper Institute. His next change occurred in 1879, when he went with D. Linderborn, a china and hardware merchant at No. 4 West 22d street. By this time he had amassed a considerable amount of experience in the china and glass trade, and in 1886 the firm of Higgins & Seiter was organized. The concern prospered beyond expectations, the premises having been constantly enlarged until it now has a business second to none in its line.

Colonel Seiter accompanied his regiment, the 12th National Guard, to the front when the Spanish-American war broke out. He was a man of intense personality. When he made a friendship it was a lasting one. In business he was keen, and knew the crockery trade thoroughly. He had a large circle of influential friends, and was prominent in society. He leaves a wife and six children.

The funeral services were held on Wednesday afternoon at his home in Mt. Vernon.

IMPETUOSITY is the deadly enemy of Accomplishment.

AT BOSTON.

TWO very hot days dropped the sales total for the week. A nearby fair also tended to distract wholesale buying, with the result that the week's average was not up to the mark.

Prominent among the exhibitions at the Mechanics' Fair is the display of David Walsh, cut glass manufacturer of Somerville. There is a continual crowd in front of the booth watching the cutting operations. His full line is on view, and he is making many retail sales.

Frank Warren, formerly with P. B. Magrane, Lynn, as glass buyer, is now assistant to Mr. Barker, buyer of kitchen furnishings at the R. H. White Co.

Business is very brisk at the Boston offices of Edward Miller & Co. and the Meriden plant is full of orders.

Mrs. E. E. Eldridge, of Littleton, N. H., was in the Boston district last week. In conjunction with her husband she operates an excellent store.

"Pat" Hanley is covering Connecticut and Massachusetts in the interest of his glass and jewelry lines.

"Jack" Hines was showing the French china of Blakeman & Henderson, New York, at Young's last week.

Perhaps the oldest Boston crockery salesman in the harness today is Geo. Dunklee, the local representative for Cartwright Bros. His history is extensive and interesting, one connection being for twenty-six years with the old Abram-French Co.

Arthur Ellis and Mr. Rudderham, of the Salem and Beverly stores of Almy, Bigelow & Washburn, made their customary trade calls last week.

On his return from New York, A. C. Hislop, with Porteous, Mitchell & Braun Co., Portland, Maine, stopped in Boston for a few hours.

Henry T. Edwards, local representative of the Fostoria Glass Co., reports a splendid sale of their oil lamps. S. J. Mahoney, of this office, left to-day for a trip through the Maine territory.

Geo. H. Service, with Josiah Wedgwood & Sons' New York office, departed from Boston last week. After doing Philadelphia he will go through the South.

Traveling men here from the "big city" were: Charles Weiss, of Wm. Guerin & Co.; F. C. Hoth,

with Haviland & Abbot Co., and Justin Tharaud, with Maddock & Miller.

Mr. Hodgkins, of Hodgkins & Fisk Co., Bangor, Me., was with us last week for a brief time.

R. Illsley, with Barnard, Summer & Putnam Co., Worcester, Mass., was seen looking over the Boston lines recently.

Caribou, Maine, was heard from last week in the personality of L. J. Sherwood, who runs an excellent glass store there.

One of the biggest promoters of business is the Houghton & Dutton Co. John J. Curry, buyer, is constantly securing snappy goods; and these being liberally advertised at the right price bring throngs to his department.

A good staple fall wholesale and retail business is reported at the immense emporium of the Jones, McDuffee & Stratton Co.

Not many people know it, but within four miles of Boston is the largest flower-pot factory in the world.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

G Louis, with Woodward & Lothrop, t, Washington. 438 Broadway.

A Deisroth, of P Deisroth & Sons, hf, Hazleton, Pa. 41 Union square.

Geo W Hoagland, with Wise, Smith & Co, hf, Hartford, Conn. 47 Lispenard.

J C Gardiner, with Carson, Pirie, Scott & Co, s, Chicago. 115 Worth.

O Phillips, with McCreery & Co, c, hf, Pittsburgh. 214 Church.

T E Burney, with G B S Quackenbush, s, Troy, N Y. Latham

Miss N S Anker, with Stewart & Co, s, Baltimore. 214 Church.

W H Valentine, with Davidson Bros, s, Sioux City, Ia. 683 Broadway.

J Kling, with Holzheimer & Schauel, hf, c, Amsterdam, N Y. Navarre.

Mr Hulett, of Hulett & Church, c, Ogdensburg, N Y.

F A Bixby, c, g, Ironton, O.

Mr Startup, of Startup & Knight, Middletown, N Y. W Levee, Little Falls, N Y.

Mr Helleck, of Geo F Helleck Tea Co, Easton, Pa.

G B Pierce, with Smith & Murray, s, Springfield, Mass. 55 White.

G W Greenman, with Gimbel Bros, hf, Philadelphia. 821 Broadway.

E E Hamblin, with R H White Co, c, g, Boston. 47 Lispenard.

The New York Crochery and Glass District.

L. Straus & Sons have received a very large number of new designs on French china from their factory at Limoges. The fancy lines are especially strong this fall, and there are hundreds of novelties, all medium in price but high class in treatment. The complete lines are now on display and present an array seldom seen under one roof.

Cox & Lafferty this week are showing a new line of Amethyst Iridescent ware on Colonial glass. This makes a fine combination, as the Colonial glass is particularly adapted to bringing out all the various colors very strongly. This line should be very popular in a short time. From the Seneca Glass Co. the new 8000 line, both plain and cut, is the special feature, and ought to prove a valuable addition to their regular line. The Seneca Glass Co. are in position to make prompt shipments.

Bawo & Dotter now have in stock an extensive line of housefurnishing goods. Heretofore these have been import only. Among the lines are woodenware, papier mache goods, willow ware, tinware, etc. The fifth floor of the big Barclay street establishment is being renovated for the receipt of new import dinnerware samples, of which a much larger selection will be displayed than ever before.

Three years ago "Kinran" ware made its bow to the trade. It was so radically different from anything that had ever been offered by an importer that buyers were sceptical. The colors, they thought, might not be lasting; the bead work would probably be rubbed off, and, in fact, almost anything might happen to the ware so that it would become dead on the hands of the dealers. The first orders were few and far between, and the quantities stipulated showed extreme caution on the buyer's part. Last year Vantine & Co showed a greater number of styles, and there was a distinct improvement in shape, coloring, design, etc. As a result they did a land office business, for the ware by this time had proven itself.

This year's showing is wonderful. Over six hundred styles are glittering side by side, and there is not a piece in the entire assortment that does not show novel treatment and originality.

Robt. Slimmon & Co. are showing from the factory of Bourne & Leigh a complete line of samples of the new "Kioto" pattern in flow green, flow canton, flow blue, and apple green. The decors are done in superior grades of print and gilt, print and illuminated, and plain gilt. On the new Royal shape the Jewel pattern is shown in a variety of treatments that have proven very popular.

A point about the lamps of the Fostoria Glass Co. is the consistent relation of the designs on the glass to the brass trimmings. This is especially noticeable where the design of the lamp is odd or novel, and where it would be impossible to secure stock trimmings to match in the open market. Their patented process of designing, whereby the flowers are melded into the background, but sufficiently distinct to be visible, is being effectually used on the new numbers.

Among the lines of fine china shown by importers and domestic agents throughout the District which by reason of individual points of merit are enjoying good sales is the "Palatin" china imported by Hugo H. Freudenfels, of the Art China Import Co. Last year's showing was viewed by hundreds of buyers who evidenced their approval by placing substantial orders. In shapes, decorations and quality this season's offerings surpass all previous efforts and should be viewed by everybody interested in dinnerware or white china for decorating.

Samples of a new line of pressed glass, known as the No. 9525, have been received at the showroom of the United States Glass Co.. The items are flat pieces figured after the style of the hobnail cuttings. They are intended for mounting, and were primarily designed for the English market, where this style of

goods is in vogue. A new sanitary glass refrigerator jar is among the other new items received. The jar is squat shaped, with sunk cover and knob designed to economize space and permit stacking. They are made in sizes ranging from one quart to two gallons. Another new item is a glass dish for serving oysters on the half shell. A detachable glass sauce cup fits into a ring in the raised center of the dish.



Paul Joseph is showing the line of the Oriental Glass Co., which embraces ruby stained and decorated glassware in opal, ruby, mat and gold, and crystal mat and gold. Mr. Joseph also shows about 200 different selections in cut tumblers, whiskies, sherbets, finger bowls and similar items from the Rochester Tumbler Co.



The strong line of service plates shown by Wm. Guerin & Co., have again been augmented by new and exquisite designs in heavy gold incrustations and hand painted decors of the highest artistic merit.

BIG POSTAL RECEIPTS DUE TO MAIL ORDERS.

WITH the announcement that the postal receipts of Chicago for August exceeded those of New York by more than \$55,000, everyone wanted to know why. When the question was put to those in Post Office circles their answer was that it wasn't true of New York, but of Manhattan only. "Add the Brooklyn receipts to those of the Post Office for Manhattan and the Bronx, and the story will be different," they said.

Local conditions there, was the explanation which Postmaster Morgan had to offer, and it was to Chicago's mail order houses that those pointed who were familiar with the development of that comparatively new feature of American business.

Fall is the big season in the mail order world and August is the month for sending the catalogues broadcast. One house alone mailed probably two millions, each with more than 1,300 pages, to as many American homes. When mail-order folk in New York saw the figures they at once said they represented the opening guns for the mail-order season in Chicago.

Chicago more than leads the country in the mail-order business. A man who should know said that the business of Sears, Roebuck & Co., now in their fifteenth year, is heavier than all the mail-order business of New York put together. Two leading Chicago houses, he said, will do a \$100,000,000 business this year, and in their catalogues he and others found the explanation of Chicago's increased postal receipts.

One house alone, he said, received an average of 50,000 letters a day, and its outgoing mail is heavier. The business of Sears, Roebuck & Co. is so heavy

that the government maintains supervision and the mail-sacks go direct to the cars. As many letters go to that one house every day as to the city of Milwaukee. Almost as many of its shipments are by mail as by express or freight.

The mail-order business began in Chicago fifteen years ago, and that city probably will always lead, because of this, and its geographical position. It reaches out to the whole country, and the firms will deliver anything from a book to buggies, from pins to pachyderms.

In the past five years the department stores in this city have been entering the mail-order market. Until recently they have regarded it merely as an incident to the business of the store, but now they are reaching out for it.

The mail-order offerings by the New York department stores have been confined largely to clothing, furnishings, stationery, etc., but they now are going into the line with a will. They don't expect to catch up with Chicago, one of their managers said, but they do hope to cut down its lead.

One New York house that solicits trade throughout the country distributes 4,000,000 pounds of printed matter and spends \$200,000 in postage annually.—*New York Times*.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Sept. 25, '10	Correspond- ing period 1909	Exports Jan. 1 to Sept. 25, '10	Correspond- ing period 1909
Boston	465	314	5641	5057
New York	675	794	6125	4503
Baltimore	708	1938	10790	13555
Philadelphia	244	50	4494	3299
New Orleans	50	92	1669	1880
Newport News .....	..	73	183	995
San Francisco	3	..	3	180
Portland (Me.) .....	....	..	1029	1885
Galveston	304	6	1301	1152
Portland (Or.) .....	....	....	....	95
Inland Points .....	....	193	1430	903
Total	2449	3460	32665	33504

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Sept. 24, '10	Correspond- ing period 1909	Exports Jan. 1 to Sept. 24, '10	Correspond- ing period 1909
New York	235	149	6677	6024
Boston	101	70	5532	4733
Philadelphia	53	15	4364	3649
Baltimore	265	994	13550	14225
San Francisco	3	....	154	180
New Orleans .....	..	37	2001	2510
Portland (Me.) .....	....	....	1943	1943
Galveston	75	....	1388	1135
Newport News .....	..	18	950	995
Portland (Or.) .....	..	..	55	55
Inland Points .....	....	37	942	965
Total	732	1320	37556	36414

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Cut glass is in great demand now, and the factories in this district are being offered a heavy volume of business owing to some of the Eastern cutting plants being idle. The demand for blanks is also heavy, all the manufacturers having lots of business booked ahead. There is said to be a tendency toward a stiffening of prices on some of the cheaper lines.

D. King Irwin, in charge of the New York office of the United States Glass Co., spent a few days at the Pittsburgh headquarters during the past week, and every one in the office had a glad handshake and happy word for him. He spoke in an optimistic vein concerning business conditions.

The Phoenix Glass Co. is operating all its plants, and is having a decided run on its high-efficiency lines. This is the busy season for the Phoenix lighting lines, and the demand is up to the standard of past seasons.

The Jefferson Glass Co., of Follansbee, W. Va., has opened its Pittsburgh office in suite No. 622 Lewis Block. It is in charge of T. R. Crock, who formerly represented the Monongah Glass Co. and the Steubenville Pottery Co. in this district. Several new items are being offered by the Jefferson. Their new "Hepplethwaite" candlestick is a decided novelty. A vase having the same rock crystal effect is also of considerable merit. A new utility item is a jug in "Chippendale" glass with a cover that will not fall off in the act of pouring. Although it is called an ice jug, it can be adapted for other uses. The new display is tastefully arranged.

Glass manufacturers will not bring out so many new lines during the coming year as they have done in the past. About two lines will be the limit for any one firm.

The deep etched treatments of the "Baroness" and "Duchess" blown and stemware of the United States Glass Co. are having a remarkable sale, the demand coming from all parts of the country. They

are two of the most popular patterns ever offered in deep etched effects. Half-tone illustrations of both are now being prepared, and a handsome catalogue showing the entire lines will be ready for buyers at an early date.

Considerable interest is being evidenced in the coming glass and pottery show at the Ft. Pitt Hotel next January. Although it is somewhat early, a score or more of applications have been received by the Ft. Pitt management for space. The official list of reservations to date is as follows: Warner-Keffer China Co., United Cut Glass Co., Duncan & Miller Glass Co., J. B. Higbee Glass Co., New Martinsville Glass and Mfg. Co., D. C. Jenkins Glass Co., Indiana Glass Co., Huntington Tumbler Co., Northwood Glass Co., Central Glass Co., Buffalo Pottery Co., Co-Operative Flint Glass Co., Bryce Bros. Co., Radford Pottery Co., Jefferson Glass Co., J. M. McCoy Pottery Co., Quaker City Cut Glass Co., Cambridge Glass Co., Phoenix Glass Co., Economy Tumbler Co., C. A. Postley, with brasses and kindred lines.

Organization of the Ripley Glass Co. has been completed, and the following officers have been elected: President, Daniel C. Ripley; vice-president and general manager, D. A. Ripley; secretary and treasurer, Frank E. Freese. The board of directors include the above with George Barker, Jr., and William L. Beuscher. Drying out the furnaces has been begun, and it is believed that glass can be made early in November. President Ripley has settled down to business, and is dividing his time between the main offices in this city and the plant at Connellsville.

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Wheeling W. Va. The Central Glass Co. is preparing to show the most elaborate deep plate etched treatments on blown and stemware ever attempted in this country. Some of the new effects will be in gold encrustations—a feature which the company has been working upon for several months. There is no lack of business with the Central, and the company is operating its plant to capacity.

THE SELF-DEPRECIATORY MAN.

"HENRY," said Uncle Hiram to his hopeful young nephew, "I would not advise anybody to go around continually blowing his own horn. We tire of men who do that, and we are apt to think of them that that's all they can do, blow."

"On the other hand, Henry, never belittle yourself: never be self depreciatory. Don't have a poor opinion of yourself; but if you do have such an opinion, don't express it. The man who blows his own horn may seldom be taken at his own valuation, but the self-depreciatory man almost invariably is."

"So never run yourself down or speak doubtfully of your own ability. If the boss is thinking of advancing you and he should say to you some day, 'Henry, we are thinking of trying you on this thing, Do you think you could handle this job?' you don't want to say, 'Well, I haven't had much experience yet in that way, and I really don't know whether I could do that or not.'"

"You don't want to say anything like that, for if you do they'll be likely to think it over some more and end up by trying somebody else—taking a blower, maybe, who can't really do the work half as well as you could, but who's got self-confidence enough to say he can."

"You don't know what you can do till you try. Some men try and fail, but an astonishing number rise to occasions, developing strength or ability that others might never have thought them to possess."—*Sun.*

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
October 11, 1910.

ANTWERP

62 packages glassware.....	Strobel & Wilken Co
88 " earthenware.....	" "
163 " toys.....	" "

LIVERPOOL

19 packages earthenware	Geo Borgfeldt & Co
15 " "	G F Bassett & Co
9 " "	L Straus & Sons
15 " "	Maddock & Miller
22 " "	Bawo & Dotter
7 " "	R Slimmon & Co
15 " "	Ed Butler
4 " "	Fondeville & Van Iderstine
12 " "	E Boote
4 " "	Strobel & Wilken Co
32 " "	Miscellaneous Orders
2 " glass ware.....	The Rowland & Marsellus Co
27 " "	Miscellaneous Orders
1 " toys.....	Geo Borgfeldt & Co
23 " "	Strobel & Wilken Co

FIUME

14 packages glassware	J Palme
35 " "	F W Woolworth
15 " "	Koscherak Bros
4 " "	Bawo & Dotter
84 " "	L Straus & Sons

HAMBURG

63 packages glassware.....	Fensterer & Ruhe
77 " "	Lazarus & Rosenfeld
14 " "	Kmy-Scheerer Co
34 " "	O O Friedlander
79 " "	Eimer & Amend
32 " "	Knauth, Nachod & Kuhne
48 " "	L Straus & Sons
53 " "	L D Bloch & Co
19 " "	Froeber & Vollrath
2 " "	F Euler & Co
4 " "	Koscherak Bros
15 " "	O Goetz
48 " "	Strobel & Wilken Co
416 " "	Miscellaneous Orders
128 " earthenware	Geo Borgfeldt & Co
6 " "	B Illfelder & Co
16 " "	F Bing & Co
6 " "	H Kupper
6 " "	J Palme
35 " "	J Wygand & Co
8 " "	Froeber & Vollrath
59 " "	Strobel & Wilken Co
177 " "	Miscellaneous Orders
134 " chinaware.....	Bawo & Dotter
128 " toys	B Illfelder & Co
83 " "	Samstag & Hilder Bros
19 " "	Knauth, Nachod & Kuhne
10 " "	G W Travers
12 " "	C B R uss
45 " "	Geo Borgfeldt & Co
217 " "	Strobel & Wilken Co
289 " "	Miscellaneous Orders

BORDEAUX

34 packages chinaware.....	Wm Guerin & Co
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NAPLES

7 packages earthenware.....	Lazarus & Rosenfeld
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TRIESTE

553 packages glassware	A L Crawford
5 " "	Koscherak Bros
94 " "	Miscellaneous Orders

BREMEN

72 packages earthenware.....	Strobel & Wilken Co
161 " glassware.....	" "
582 " toys	" "

HAVRE

12 packages chinaware.....	Bawo & Dotter
49 " "	H R Churchill
15 " "	J H Venon
3 " "	Geo Borgfeldt & Co
33 " "	H Kupper
38 " "	Miscellaneous Orders
38 " glassware.....	E Utard
157 " "	Miscellaneous Orders
5 " toys.....	Geo Borgfeldt & Co

LONDON

16 packages toys.....	Strobel & Wilken Co
-----------------------	---------------------

ROTTERDAM

11 packages earthenware	Bawo & Dotter
216 " "	Geo Borgfeldt & Co
23 " glassware.....	Graham & Zenger
4 " toys.....	F A O Schwartz
56 " "	Samstag & Hilder Bros
287 " "	Miscellaneous Orders

SOUTHAMPTON

3 packages chinaware.....	F W Jenkins & Co
5 " "	L D Bloch & Co
8 " "	Bawo & Dotter
12 " "	C L Dwenger
75 " "	Miscellaneous Orders

GENOA

133 packages earthenware.....	Geo Borgfeldt & Co
56 " "	H Creange

Among the Potteries

East and West

When inventories are taken in **East Liverpool and Vicinity.** January many new records will be shown. Some manufacturers are running from three to four months ahead of last year's business, and others are beating all sales records in their history.

* *

There is no busier plant in the District for its size than the Potters' Co-Operative Co. In order that no orders shall be held up, a double shift has been inaugurated in the decorating department. The specialty lines this season are more extensive and more elaborately treated than ever heretofore offered by the concern. Three new decorations have just been placed on the "Banquet" dinner shape, the last being finished this week. Entire editions of "decals" have been bought for this offering, which means that the treatments will be exclusive.

* *

About ten new salesmen will be placed on the road by the Trenle China Co. in January. They are now being selected, and we hope to announce the complete list shortly. The new treatments on the salads of this concern have become very popular, and the demand for the line is heavier than anticipated.

* *

Although in the midst of the holiday season's rush, the Homer Laughlin China Co. are able, because of their large kiln capacity, to take care of all business with the promptness that has always characterized their policy. The big plant at Newell is working full, and the two factories in this city are also being operated steadily. Fall buyers are having their orders turned out rapidly, thus giving them the opportunity of turning over their stocks promptly. For the coming season the Laughlin Co. will show some remarkably clever treatments entirely different from anything presented the trade in the past.

*

While some manufacturers say that the calendar plaque business for this fall is far below normal, others tell an entirely different story. It is a fact that at least two firms have just about much business on calendars as they can conveniently handle. Some of the large jobbers have been ordering them in very liberal quantities.

The Smith-Phillips China Co. will remodel their "St. Regis" dinner shape for the coming season and show it in an entire new line of treatments. The "Princess" will also appear in new decorations. It is possible that some new pieces will also be added to the latter shape.

* *

Underglaze blue decorations on dinner ware are coming into their own. Several years ago the Trenle China Co. placed this treatment on a dinner shape which is now being sold in open stock. Later the Cartwright Bros. brought out a new underglaze blue effect which sold right from the start. At Sebring the underglaze blue treatments have met with a wonderful demand.

* *

Among the buyers here during the past few days were D. D. Ottstott and Mr. Watte, of the Chicago office of Butler Bros., and John H. Roth, of Peoria, Ill.

* *

Buyers of "thirds" who used to flock to this district and go away with all they cared to buy have been having a rather rough time of it this year. The pottery manufacturers have not had the amount of "thirds" they formerly gathered from the kilns, with the result that the buyers who sought this class of goods have been compelled to buy a better grade and pay a better price for their purchases.

✂

It is understood that several of the sanitary potteries here will this week begin the casting of tanks. This system has been in use at the Bowman plant here for some time, and is used extensively in foreign countries, the result being that inroads are being made on the hand-pressed product. It is not believed that the casting process will supplant the hand pressing entirely, but rather that there will be two lines of goods placed on the market—a cheap grade for such as desire this class of goods, and the regular line as at present manufactured, for those desiring a high class article.

* *

Robert Ashmore, who for the past twenty years has been employed as a driver for the Maddock Lamberton Works, is confined to his bed suffering

with two broken ribs and a punctured lung as the result of being kicked by a horse while attending to his duties last Wednesday.

* *

James Hesson, a well-known kilnman, has resigned his position in one of the local plants to accept a similar one with a firm in St. John's, Canada.

* *

Anthony Pipple, a modeler employed at the Thomas Maddock pottery for a number of years, has severed his connection with that concern to accept the management of a modeling department in a pottery at Cincinnati.

* *

At the recent convention at Atlantic City the sanitary kilnmen were given an increase of five per cent upon certain conditions. One of these is the remeasurement of the kilns. After the kilns have been measured a vote will be taken on the matter. The vote must be in and announced before November 1, when the new agreement goes into effect.

* *

Edward McGrath, an operative employed at Maddock's pottery, fell down a twenty-five-foot embankment in the rear of the International Pottery last Thursday and is now in a serious condition at St. Francis hospital. He was believed to be dying when discovered, and the police ambulance made a record run to the hospital.

✱

The Marietta Rustic Co., the only **Williamstown, W. Va.** pottery in this locality, is running full in the production of rustic clay novelties and gas-logs. Since the plant has been under new management it has been working steadily.

✱

All the plants here are working **East Palestine, O.** to their capacity, and business on the whole is exceptionally good. The East Palestine Pottery Co. contemplates erecting two additional kilns at its Continental plant. A new dinner shape named "Geneva" will be shown soon.

NOT A DOUBT OF IT.

IT would be a good investment of time for an employer to assemble his selling force every week and make a short sales-address, taking up in order every selling point of the merchandise handled. To make this even more practical the clerks should be called upon individually to rehearse their sales talk, after which their efforts should be criticized from every point and attention called to any existing weakness. An immense amount of valuable information may be collected by the clerks in this manner, and after one or two meetings the weekly talk will be looked forward to with pleasure and interest if the men are of the proper sort.

COMING EVENTS.

[Traveling salesmen are often annoyed to find a fair or convention in progress in some city they propose to canvass, and of which they have had no notice. We publish a list of gatherings scheduled in the near future, so that salesmen may avoid such towns on the dates that they are held.]

Fair, Carlisle, Ark., Oct. 17 to 21.

County Fair, Canal Dover, O., Oct. 18 to 21.

Convention State Federation of Labor, Rock Island, Ill., Oct. 18.

County Fair, Lexington, S. C. Oct. 26, 27, 28.

Agricultural Fair, Elizabeth City, N. C., Oct. 26, 27, 28.

Convention Federation of Women's Clubs, Oshkosh, Wis., Oct. 26, 27.

State Fair, Columbia, S. C. Oct. 31 to Nov. 4.

Carnival, Dover, Del., Oct. 19, 20, 21.

Rice Carnival, Stuttgart, Ark., last week of October.

County Fair, Morrilton, Ark., Oct. 18 to 21.

County Fair, Chesterfield, Va., week beginning Oct. 24.

State convention Bankers' Association, Cairo, Ill., Oct. 26, 27.

Industrial Fair, Plainfield, N. J., Oct. 26, 27, 28.

Home-coming week, Raleigh, N. C., week of Oct. 17 to 22.

Convention Maryland Christian Endeavor Union, Cumberland, Md., Oct. 25, 26.

Fair, Salisbury, N. C., Oct., 18 to 21.

Fair, Petersburg, Va., Oct. 26, 27, 28.

Home-coming week, Suffolk, Va., week beginning Oct. 17th.

Agricultural Fair, Fort Erie, Ont., Oct. 18, 19.

Anniversary celebration, Kensington, Pa., Oct. 25, 26, 27.

Fair, Fayette, N. C., Oct. 25 to 28.

State Fair and Jubilee, Raleigh, N. C., Oct. 17 to 22.

County Convention Christian Endeavor, Pottsville Pa. Oct. 27, 28, 26.

Convention Federation of Women's Clubs, Aberdeen, S. D., Oct. 18, 19, 20.

Convention Christian Endeavor Union, Fort Smith, Ark., Oct. 25, 26, 27.

County Fair, Oxford, N. C., Oct. 26, 27.

County corn carnival, Warrensburg, Mo., Oct. 27, 28, 29.

County Fair, Aiken, S. C., Oct. 30 to Nov. 6.

State convention Christian Endeavor Union, Seaford, Del., Oct. 20 to 21.

State Fair, Macon, Ga., Oct. 26 to Nov. 5.

State convention Knights of Pythias, Wilmington, Del. Oct. 20.

County Fair, Brookhaven, Miss., Oct. 20, 21.

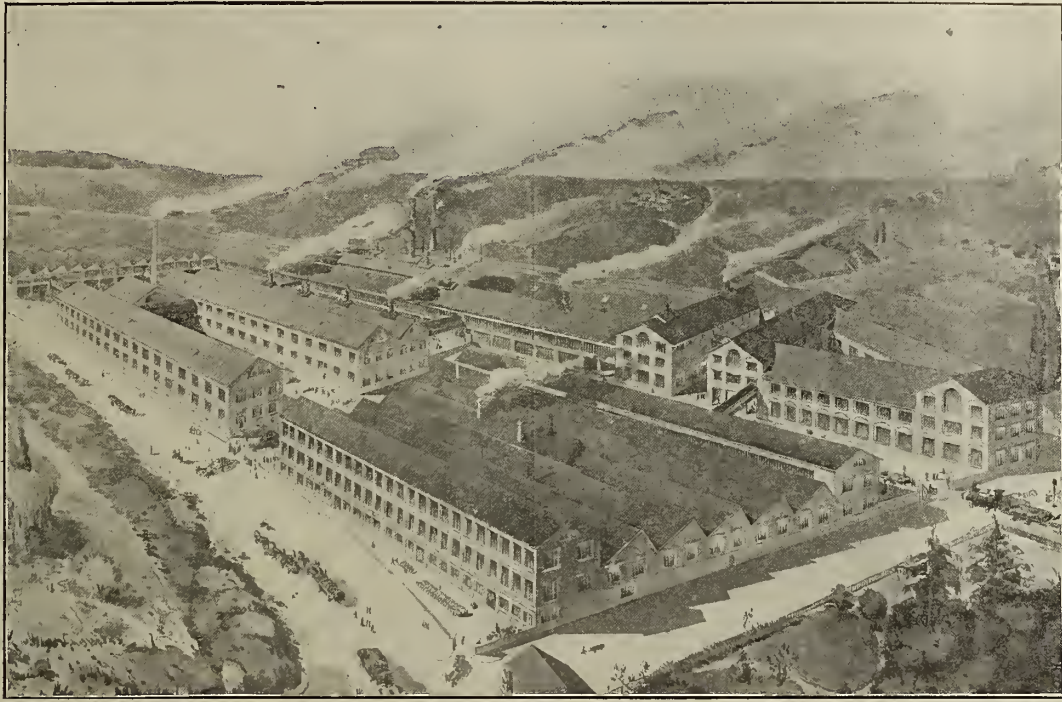
The South Carolina State Fair is to be held in Columbia, S. C., on October 31st, November 1st, 2nd, 3rd and 4th.

Merchants' Bazaar, Freehold, N. J. Nov. 17, 18, 19.

County Fair, Chester, S. C., Oct. 26.

The Southern Medical Association will hold its next convention in Nashville, Tenn. on November 8th, 9th and 10th.

Elks' Mardi Gras, Dunkirk, N. Y., Oct. 31 to Nov. 5.



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,

25 Murray St., New York.

Grand Prix, Paris, 1900.

Hors Concours, Limoges, 1903.

Hors Concours, St. Louis, 1904.

INSTRUCTION SCHOOL FOR MUSICAL
INSTRUMENT MAKERS.

THE business of musical instrument making has been developed at Graslitz, Austria, for the last hundred years. Children of the factory employees are trained for the work from their youth, and many attend the school, where practical and theoretical instruction in regard to it is given by experienced instructors. This institution was established in the village in 1865 and came under government control in 1883. The training includes the following courses: (1) Elements of the theory of music; (2) easily-comprehended statements of the actual laws which govern the construction of the tones in stringed and brass instruments; (3) elementary work in vocal instruction; (4) instruction on violin, viola, cello, and double bass; (5) instruction on flute, oboe, clarionet, and bassoon; (6) instruction on trumpet, French horn, and trombone. Special attention is given to the technical part of the manufacture. Pupils must be 10 years of age and of good physique. The school has an attendance of about 300. Graslitz is so musical that four fine symphony orchestras can be assembled at a moment's notice. Each man plays an instrument of his own manufacture.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

AN Air cut glass salesman wanted January 1, 1911, for choice western territory. Our line is popular-priced and well-established. Replies considered confidential. Address LAUREL CUT GLASS Co., Jermyn, Pa.

SALESMAN WANTED—First-class cut glass salesman, in Southern territory. Old-established line, and best in country. Answers will be treated confidentially. Address "J," this office.

WANTED—Foreman to take charge of grinding and sand-blasting of blown ware. State experience, salary expected, etc. Address Box 731, this office,

SITUATIONS WANTED.

WANTED—After January 1, 1911, position as manager of cut glass plant. Over fifteen years' experience, and producer of results. A reason for change. Address Box 730, this office.

ORIENTAL GLASS CO.,

MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby, Mat and Gold, Crystal Mat and Gold.

COLORS CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works: PITTSBURGH, PA., U. S. A.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

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NEW YORK, OCT. 20, 1910.

THE CONDITION OF BUSINESS.



The spurt in business last week, which **New York.** caused many in the District to believe that the active movement had really begun, has subsided, and very close buying is again reported. Prompt shipment is requested in almost every case, however, and the feeling is general that trade will not continue in this state for long.

Traveling salesmen are meeting with a very fair run of business. Up to date there have been but a few isolated cases of calling back men on account of dull trade. The South and West continue to be good territory for orders.

The business in gas and electric portables, hanging fixtures, etc., is picking up a trifle. Local and nearby buyers have been placing sample assortment orders, and duplicates for single pieces are common. The manufacturers think that the big buying, which has not been done yet, will be accomplished gradually. No great jump in business is anticipated.

The cheaper qualities of cut glass have been having quite an inning the past few weeks. Plenty of orders seem to be around where they are solicited. Very little buying at showrooms has been reported.

Domestic stemware is not being called for in the city to any great extent. However, to offset this, the factories have enough orders on hand to keep them working for some time to come.

Retail trade is fair. Cut glass, china and decorative earthenware are moving quite rapidly. Department stores seem to be sailing pretty close to the wind, and the time is not far distant when they must replenish stocks.



Trade has been a little off color among **Trenton.** the local manufacturers for several days.

While no particular plant is kicking about the condition of business, the orders are coming rather slowly. Every pottery in the city could easily handle more business.



Pittsburgh and Vicinity.

An improvement in orders was the general report throughout the local glass district during the past week. The bulk of the business being booked is for shipment as early as possible, none of the orders being for 1911 delivery. Cut glass is moving nicely, and the demand for etched goods holds up. The more costly lines are in demand.



East Liverpool and Vicinity.

There is no lack of business among the Western pottery manufacturers. A general canvass of the entire district shows trade in good condition. September as a whole was not what was expected, so far as volume of orders

was concerned. Enough were received, however, to keep the factories working, although in some cases only on reduced time. October, up to the 15th, was far better than any part of the preceding month, and since then business has been coming in nicely.

These bright fall days have been
Columbus, O. bringing much trade to the retail stores of Columbus, and the managers of the big stores are enthusiastic over the outlook for fall and winter business. Sales are well in advance of the corresponding days of last year.

AT CHICAGO.

CHICAGO jobbers and dealers are waiting for seasonable weather. Men from the road say that they are only securing "filling-in" orders, as the dealers' stocks are not moving very fast. All are of the opinion that the warm weather is holding them back. To prove this they point to the brisk trade during the few cool days that Chicago has had.

There have been but few out-of-town buyers in the market. Most of their buying is of holiday goods.

Salesmen on the road have had great difficulty in meeting their trade owing to this being the convention season. One representative of an importing house struck Indianapolis the same day that Roosevelt was there, and on a Jewish holiday besides. Needless to say, he did little business. They are all optimistic over the prospects for next month, however.

Local houses report a fair trade during the past week. All the State street buyers are home.

The following trade representatives are showing their lines at the Palmer House this week: Wm. F. Darden, with Edward Butler; Geo. Hamilton, with Furnivals, Ltd.; Lindsley Haviland, with the Haviland & Abbot Co.; Mr. Sinclair, with Geo. F. Bassett & Co.; Harry L. Seixas, with Edw. Boote.

E. W. Newton, Chicago representative of the Economy Tumbler Co., has returned from a Northwestern trip, and reports good business in that section.

Local dealers are looking for a slight raise in the price of blown tumblers.

Miss Elizabeth L. Collins, the popular buyer for Carson, Pirie, Scott & Co., who was married last July to Thomas Fanning, has resigned her position with this firm to take up housekeeping. She was very popular with the trade, and will be missed on State street.

B. E. Hill, with Edward Miller & Co., is now on a two weeks' Western trip. R. H. Soukup is in the Northwestern territory.

Geo. A. Boomer, Pacific Coast representative of the Plume & Atwood Co., stopped for a few days in Chicago before returning home from his visit to the factory in the East.

The United States Glass Co. has sent an excellent line of deep plate etched ware to the Chicago office.

Mr. Z. Supplee, formerly with the Burley & Tyrrell Co., is doing excellent work with the glass-lines of Falker & Stern.

A petition was filed last week to have the International Light Co. declared bankrupt. This concern was known until recently as the Turner Moss Mfg. Co., at 295 Loomis street. The company was engaged in manufacturing lamps. Claims aggregate \$681.06.

The Boston Store is building a twelve-story annex which will be complete before January 1. P. J. Rankin, manager and buyer for the glass and china department, says that the new addition will give his department almost twice the present space.

The Fostoria Glass Co.'s Chicago office has just received a great many new items in silver-deposit filigree glassware and will feature this line from now on.

IF.

With apologies to Rudyard Kipling.

IF you can sell the goods when all about you
Are stacking up against the hardest luck,
And not let pessimistic twaddle rout you,
But rather have it fortify your pluck;
If you can see the man who's always "busy,"
And interest him so he'll take a look,
And talk him till he's stone deaf, blind and dizzy,
And get his "Johnny Hancock" on your book;

If you can persevere where others waver;
If you can smile on meeting with defeat;
If you can taste Success's royal flavor
And not get rampant, raving with the heat;
If you can talk so that you get attention;
If you can show your line without a knock;
If you know how and which and what to mention;
If you can sell the slowest-moving stock;

If you can take a drink, and then another,
But, taking them, know when it's time to go;
If you can meet your rival as a brother
And cheer him up when things are going slow;
If you can work like thunder every minute,
Nor waste your life without your share of fun;
Yours is the Earth and everything that's in it,
And—which is more—you'll get the dough, my son.

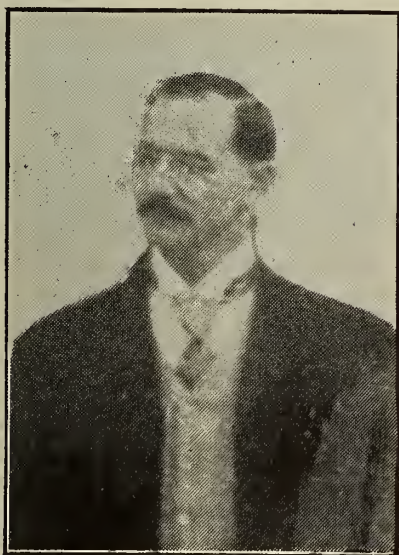
THE MAN ON THE STREET.

FRIGHTFUL ACCIDENT AT SEBRING.

Four Officials of the Limoges China Co. Killed in Automobile Smashup.

BY the death of President Charles J. Albright, John H. Derby, head traveling salesman; George Frederick, manager of the decorating department, and Joseph Snedeker, sales manager, the commercial organization of the Limoges China Co., Sebring, O., was completely wiped out on the afternoon of Oct. 14, when the automobile in which they were traveling to East Liverpool was struck by a baggage car of the Stark Electric Co. at Naylor's Crossing, about two miles east of Sebring.

On the morning of that day Mr. Albright and Mr. Frederick were in the plant talking with H. J. McMasters, factory manager, about propositions for 1911, and it was decided to go to East Liverpool in



C. J. ALBRIGHT

the afternoon to look over some "decal" lines and attend to some other business.

"If you are all going, I'll remain here and look after things," said Mr. McMasters.

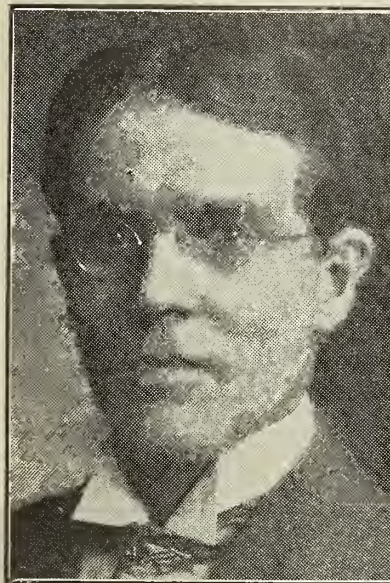
They started in Mr. Albright's car, and in less than twenty minutes afterwards a telephone message to the home of Mr. Albright told of his death and of the fate of his three companions.

Officials and workmen of all the pottery concerns in the town left desks and benches and hurried to the scene of the accident. On Saturday the four potteries were idle.

Various theories are advanced as to the cause of the accident. It is said that Mr. Albright, who was driving, saw a passenger car coming west, but the distance to the tracks was so short that he took it for granted he could cross in time. But ahead of the passenger car was the baggage car, which works on a fast schedule. This car was hidden from view because the road the auto was traveling and the railway tracks cross at the end of a cut. By the time the auto

reached the railway the baggage car was there also, and a collision could not be avoided.

So terrific was the impact that the auto was carried west over 100 feet, and the front truck of the baggage car thrown from the rails, the latter being twisted and

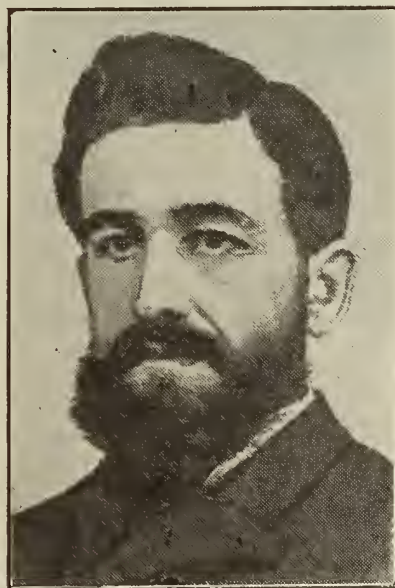


JOS. SNEDEKER

torn from the ties. The bodies of two of the victims had to be taken from under the baggage car.

Mr. Derby was not killed outright, but his injuries were such that he lived but a little while. His three companions were killed instantly.

Mr. Albright had been identified with the pottery trade since Feb. 28, 1883, when he started as an office boy with the Knowles, Taylor & Knowles Co., East Liverpool. He gained rapid promotion, working up

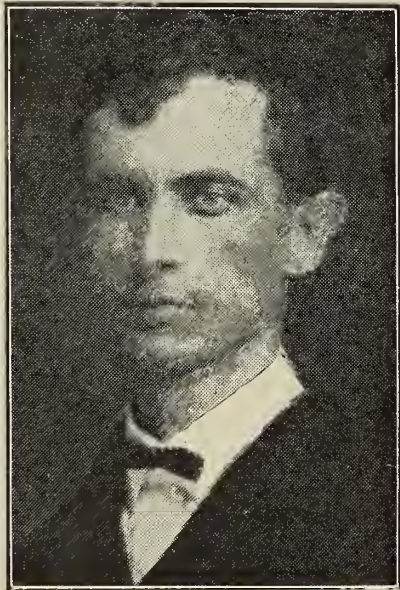


JOHN H. DERBY

to general office assistant, entry and shipping clerk. He resigned his position with K. T. & K. Jan. 31, 1897, and went to East Palestine to become associated with George E. and F. A. Sebring in the operation of the pottery now known as the Ohio China Co. When the

Sebrings confined all their operations to the town bearing their name Mr. Albright moved there also and became secretary of the Sebring Pottery Co., owned by Frank A. Sebring. He remained in that position until last July, when he became financially interested in the Limoges China Co., and was elected its president and general manager, succeeding Fred Sebring. M. F. and A. E. Albright, financially interested in the Carrollton (O.) Pottery Co., and Percy Albright, warehouse man for the Harker Pottery Co., East Liverpool, are his brothers.

John H. Derby, at one time buyer for Landsburg & Co., New Brunswick, N. J., first started at Sebring with the Sebring Pottery Co. as salesman, and later went to the Limoges, where he became head of the traveling force. He was a native of Wilkes-Barre, Pa., and the body was shipped to that place last Saturday afternoon. The deceased was forty-eight years of age.



GEORGE FREDERICK

Joseph Snedeker went with the Limoges China Co. six years ago as a traveling salesman. Recently, however, he had been in charge of the sales department. He was thirty-five years old.

The three funerals were held last Sunday, and all Sebring mourned.

GET OUT YOUR TEXT-BOOKS!

AN American consul in Mexico reports that in his opinion there is an excellent field in his district for the sale of different lines of stoneware; but in order to engage in this trade successfully it is of the utmost importance to correspond in Spanish and issue all printed matter in that language. A special request has been received for particulars in regard to stone crocks and jars, with and without covers, together with export prices and discounts.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; lamps; t, t oys; s, silverware.

THE following buyers have reported in town since our last issue:

- Wm T Mitchell, with Hens-Kelly Co, hf, c, Buffalo. 47 Lispenard.
- Miss K Heary, with Sisson Bros. Weldon Co, c, g, Binghampton. Imperial.
- S Cohen, of Cohen Co, hf, t, c, Richmond, Va. 100 Fifth avenue.
- W P Briggs, with Sibley, Lindsay & Curr Co, c, 1, Rochester, N Y. 454 Broome.
- J S Greening, with Howland Dry Goods Co, hf, Bridgeport, Conn. 75 Spring.
- T A Neely, with Boggs & Buhl, c, g, Pittsburgh. 31 Union square.
- S C Rosenthal, of Rosenthal & Rubin, c, Binghampton, N Y. Hermitage.
- Geo W Feldman, c, Franklin, Pa.
- C Smith, of T Smith Co, hf, t, c, Boston. Flanders.
- F E Beach, of F E Beach Co, c, Bridgeport, Conn.
- A A Sprague, with Howland Dry Goods Co, t, c, 75 Spring.
- G H Guest, with Jordan-Marsh Co, hf, Boston. 2 Walker.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

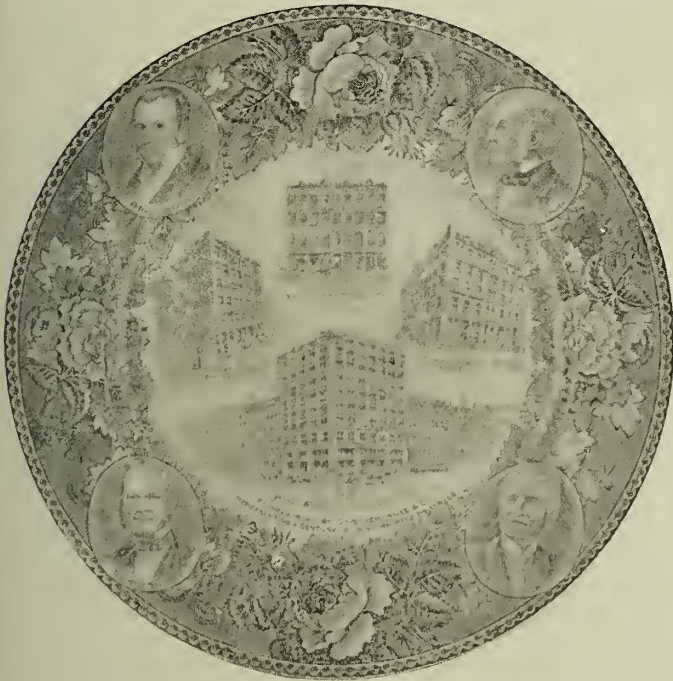
to	Shipments week end'g Oct. 1, '10	Correspond- ing period 1909	Exports Jan. 1 to Oct. 1, '10	Correspond- ing period 1909
Boston	206	125	5847	5182
New York	524	238	6649	4741
Baltimore	318	234	11108	13789
Philadelphia. ...	49	47	4543	3346
New Orleans....	63	60	1732	1940
Newport News...	21	44	204	1039
San Francisco ..	90	13	93	193
Portland (Me.) ..	....	....	1029	1885
Galveston .....	....	54	1301	1206
Portland (Or.)..	10	....	10	95
Inland Points ..	....	102	1430	1005
Total..	1281	917	33946	34421

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Oct. 1, '10	Correspond- ing period 1909	Exports Jan. 1 to Oct. 1, '10	Correspond ing period 1909
New York	524	209	7201	6233
Boston	63	122	5595	4855
Philadelphia.	49	47	4413	3696
Baltimore	318	234	13868	14459
San Francisco ..	90	13	244	193
New Orleans. ...	63	60	2064	2570
Portland (Me.)..	....	....	1943	1943
Galveston ...	....	54	1388	1189
Newport News...	21	44	971	1039
Portland (Or.)..	....	....	55	55
Inland Points	....	102	942	1067
Total..	1128	885	38684	37299

A CENTURY OF STEADY PROGRESS.

THIS year marks the hundredth anniversary of the founding of the business of the Jones, McDuffee & Stratton Co., Boston. To commemorate the occasion they commissioned the Wedgwood Pottery to make a plate recording the history of the house, and



this is now being sent out to their friends as a souvenir. On the rim are portraits of the founders, while the centre contains pictures of the various buildings occupied by the company at different stages of its career. On the reverse side is printed the following condensed history:

1910 marks the 100th year of the steady progress of the house of Jones, McDuffee & Stratton Co.

Founded by Otis Norcross 1810 to 1827; enlarged by Otis Norcross 1826 to 1867; Ichabod Howland admitted 1851; Jerome Jones admitted 1862; Otis Norcross & Co dissolved 1867 (Otis Norcross retiring after a business life of forty-one years, Howland & Jones succeeding to the business).

When Ichabod Howland died Jones, McDuffee & Stratton succeeded to the business in 1871. In Norcross's memoirs is found to wit: "In the seven financial panics it has been the good fortune of the partners to avoid disaster."

The present company consists of Jerome Jones, since 1853; Louis P. McDuffee, since 1863; Solomon P. Stratton, since 1866; Franklin S. Williams, since 1866; Frederick E. Proctor, since 1870; Theodore Jones, since 1885. Five of whom have been together in business for over forty years.

The views on the front of the plate are as follows: South Market street store, 1826-1873. Federal street store, 1873-1906. Present store, Franklin street, corner Hawley, built in 1905. Storehouse, Farnsworth street, 1908.

BOGUS MANUFACTURER CAPTURED.

S. J. DAVENPORT, who is alleged to have fleeced several people of various amounts of money by representing himself as a manufacturer of sanitary pottery, was arrested at Atlanta, Georgia, last week.

It is said that Davenport advertised for young men

with some capital who desired to enter the manufacturing business, and secured what he could from them, thereafter disappearing.

THE CARNEGIE TEAPOTS.

THE Carnegie collection of teapots includes over 100 pieces, many of them having been among the chief treasures of noble Japanese families. Side by side with the Japanese teapots are others from China, distinguished chiefly by their rich glaze and vivid floral decoration. Chinese porcelains have always attracted artists and collectors of things artistic, and the little teapots in Mr. Carnegie's collection show some of the peculiar Chinese forms of decoration, grotesque figures and pleasing floral designs. Nearly all are of white porcelain ornamented in colors, some of them of the famous cobalt blue.

The Japanese teapots are chiefly of brown clay unglazed and in quaint forms, some with branches of cherry blossoms interlaced and others unornamented. A few copper teakettles covered with repousse work lend variety to the collection, which fills a case in the Carnegie Museum at Pittsburgh, Pa., Mr. Carnegie having donated his collection to the Carnegie Institute.

The tiny Japanese teapots used in the Japanese tea ceremonial are strange to American eyes familiar with a teapot of more generous capacity, and even the Chinese teapots are small compared with those seen here, although the Chinese, while exporting much of the tea used at the 5 o'clocks of society ladies, are much less punctilious than the Japanese in the formalities attending the giving of the cup that cheers.

The collection of teapots is one of the interesting features of the Carnegie Museum, at Pittsburgh, Pa., both from an historical, artistic and romantic point of view, and worth many an inspection because of its quaintness and charm.

THE SELLER'S DUTY.

IT is the seller's duty to deliver the goods to the carrier and in some way put it into the power of the buyer to take possession of them upon their arrival at destination. Ordinarily this is done by forwarding the bill of lading to the buyer. If a bill of lading has been issued the carrier cannot with absolute safety, and often will not, deliver the goods to anyone except a person presenting the bill of lading and claiming delivery to him by virtue of that document. If there is any other arrangement, however, as a result of which the consignee can certainly get possession of the goods promptly upon their arrival at destination, that is sufficient, and the seller's duty is done.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 20, 1910.

THOROUGHLY APPRECIATED.

WE have received many compliments for what is referred to by one correspondent as "the exceptional enterprise displayed in reproducing scenes on the links during last week's golf tournament."

We are not insensible to these marks of appreciation by the trade, and sincerely thank our correspondents for their expressions of good will, but modestly disclaim any credit due for "exceptional" enterprise. What the CROCKERY AND GLASS JOURNAL did in this particular instance was no more than might be expected from a paper that has for over thirty-five years placed before its readers at the earliest moment every available item of news likely to interest them. The illustrated report of the golf tournament was one that any up-to-date newspaper would give to its readers.

By the way, a picture printed in another publication purporting to show a scene on the links during the progress of the game certainly was "exceptional."

With limited facilities it was no doubt thought impossible to secure legitimate pictures in time for the week's issue. But who would know the difference? The thing to do was to get portraits of golfers, group them, entitle it "Some of the Players," and print it as a part of that day's happenings. This would take the paper out of the amateur class at once. It would be an evidence of "push," "young blood," "enterprise" and "up-to-date-iveness" that would be talked about for many a long day.

It will. And laughed about, too. For certain cruel people in the trade are showing their files of the CROCKERY AND GLASS JOURNAL, in which, under date of August 1, 1907, and illustrating the description of the golf tournament of three years ago, may be found the same four gentlemen in the same costumes, striking the identical attitudes, and with the same expressions on their faces!

Had the players but worn their 1907 clothes this year, the picture might have passed.

They didn't!

While the JOURNAL did nothing but its plain duty, it is pleasant to know that the fact is appreciated, and we extend to those who have so generously commended us the assurance of our distinguished consideration.

PERSONAL.

THE winner of the CROCKERY AND GLASS JOURNAL Championship Golf Trophy, Arthur A. Bean, has been showered with congratulations upon the skill which enabled him to beat, with the help of a small handicap, some of the best golfers in the trade.



Geo. H. Bowman arrived in New York Wednesday and sailed for Europe Thursday of this week. Ernest Wolf, of the same company, arrived from Cleveland Tuesday to spend a few days at the "White House" on Murray street.



A. L. Tuska, of A. L. Tuska & Co., announces the engagement of his daughter Elaine to Herbert J. Knapp, a New York architect.



H. G. Freese, of Vogt & Dose, plans to leave Friday on a trip of several weeks' duration in the South and West.



H. S. Clarke opens with the lines of Robt. Slimmon & Co. at Omaha Oct. 21, Kansas City the 23d, and St. Louis the 26th.



Mrs. A. H. Heisey, wife of the well-known Newark, Ohio, glass manufacturer, is reported to be recovering in a very satisfactory manner from her recent illness.



F. H. Kracke, formerly connected with the Jens Lorenzen Crockery Co., Davenport, Ia., is now a prosperous fruit grower at Bitterroot Valley, Montana.



E. Eshwege, with Louis Wolf & Co., left this week for Germany to look after the doll end of the business; Joseph Schmidt is on his way back from there.

after successfully fixing up a fine fall china line; E. U. Steiner is now in that country making selections of toys.



H. D. Smith, son of J. T. Smith, president of the Smith-Phillips China Co., East Liverpool, and Miss Bessie Anderson, daughter of Mrs. Mary Anderson, of Wellsville, O., were married recently.



F. A. Harriman, Waterville, Me., was in the District this week making purchases for his enlarged china department.



James H. Mulheron, secretary of the Cook Pottery Co., Trenton, has been confined to his bed for several days suffering from a heavy cold.



C. U. Hoffman, lamp buyer for Wanamaker's, made a circuit of the District Tuesday, placing orders for electric portables and decorative shades.



H. C. Edmiston came in last Friday to renew his samples and departed again immediately.



Charles Reizenstein, son of Louis, the well-known china and glass dealer of Pittsburgh, was in Philadelphia this week, and expects to visit New York before his return home.



E. W. Schulz, of the Herman C. Kupper staff, departed last Saturday to spend two weeks with the Canadian trade.



John V. Storck, with B. Gunthel, returned last week from a ten weeks' trip as far west as Omaha.



Chas. H. Taylor, of the Jewel Cut Glass Co., was removed last Saturday from the hospital in Philadelphia to his home in Newark, N. J., and is convalescing rapidly.



Daniel C. Ripley, president of the Ripley Glass Co., was in the District this week looking over the market.



E. Torlotting departed Monday for the South and West with the new samples of the St. Louis Crystal Glass Co.



C. N. Briscoe, president of the Union Stopper Co., Morgantown, W. Va., is visiting Wm. M. Warrin, his New York agent, this week.



Geo. A. McIntyre is back as manager of the John A. Nelson's glass-cutting factory in Brooklyn, after

serving five months in the same capacity with Thos. B. Campbell of that borough.



Alfred G. Moment made a brief visit to Philadelphia this week with the Redon line.



John Davison returned from his Western trip last Saturday.



Wm. S. Pitcairn arrived at his headquarters Monday, after visiting Chicago and other large cities of the Middle West.

THE CARE OF GLASSWARE.

"AS brittle as glass" has passed into a proverb. But if one buys good glass at the outset and takes common precautions in its use—or can beguile one's servants into taking such precautions—there is no reason why one should not accumulate quite a lot of treasures.

It does not follow that the thicker the glass is the stronger it is. Of course housemaids have a pleasing way of wiping large pieces right out of thin glasses. But on the other hand, thick glass succumbs more readily when hot fluids are poured into it.

In mixing hot drinks of wine or spirit the cool ingredients should be first placed in the glass, while the addition of a silver teaspoon again reduces the risk when the boiling water is added. If nothing cool is placed in the glass the tumbler should be stood in a basin of very hot water, so that the outer surface may be expanded before the inner surface is heated.

It is contrary to some expert opinion, but the *Queen* declares that for washing table glass "cold water answers the purpose best, as glass is apt to look dull and smeary when it is washed in lukewarm or hot water. Tumblers which have been used for milk should, however, be washed in lukewarm water softened with soda, and then rinsed in cold water." Glasses should not drain long before they are dried on a clean, dry linen cloth which is not so old and worn as to leave fluff behind it.

Glass water jugs are just as susceptible to heat as tumblers are. Indeed, if the jug has an inward slope or is shaped with a neck and shoulders it is most important to see that it is never washed in anything but cold water.

Wineglasses fall easy prey in the hands of a clumsy servant; yet the wiping of a wineglass is a very easy matter provided that it is never held with the bowl in one hand and the foot in the other at the same time.

Salad bowls of cut glass, glass dishes and cruet bottles need caution as far as concerns the temperature of the water, which must be cold. Should such articles prove stubborn in cold water, soaking them in

cold water with soda will soon overcome all possible difficulties.

Decanters and spirit bottles should be but rarely washed inside, and cold water answers well for the cleansing of the outsides. When decanters become stained inside they can be very easily cleaned. The most satisfactory method is to place inside about a dozen small cinders the size of peas, to pour vinegar over the cinders and shake the decanter vigorously.

It is true that the smell is not pleasant, but the chemical action of the gas formed by the mixture soon loosens the stains which make the decanters so unsightly. When the cinders have been emptied out the inside should be rinsed with cold water and the decanter should be turned neck downward to drain in a decanter rack, or failing that, in a large jug with a wide neck. A brisk rubbing outside with a dry linen cloth will soon restore the brilliancy.

Carafes and bedroom water bottles soon become very unsightly if the water supply happens to be hard owing to the deposit of carbonate of lime. Tea leaves covered with vinegar and shaken vigorously soon remove the lime, provided that the deposit is but light. When through neglect there is a very thick deposit the simplest plan is to place a teaspoonful of weak hydrochloric acid in the bottle and swirl it gently around, then empty the bottle and rinse it with cold water.

Mirrors of all kinds deteriorate if they are not carefully placed. No mirror should be in such a position that the full glare of the sun falls upon it.

Mirrors should be washed with cold water, using a chamois leather and soft cloth. They polish more brightly if washing blue is added to the water, or, better still, if a little wood ash is tied up in muslin and allowed to dissolve through. The use of a paste of whiting is not to be commended. An old silk handkerchief makes an excellent polisher for mirrors, as does likewise tissue paper of good quality.

Lamp chimneys may prove an expensive item if they are not treated with due care. They can be toughened by placing them in cold water, bringing it to the boil and allowing it to cool again before removing the chimneys, and drying them on a cloth. When in use the light should be turned up gradually and when once thoroughly hot the lamp must never be exposed suddenly to a draught. No water should ever be used in cleaning a lamp chimney, since it is impossible to dry thoroughly the inside, and when the glass is heated the moisture turns into steam and cracks the glass.

A daily rubbing with a soft lamp mop and a polish with tissue paper will keep the chimney sufficiently clear and bright save just under what may be called the shoulders of the chimney, where a chalky film forms. This can easily be removed by sprinkling a little methylated spirit on the mop and cleaning the glass a few hours before the lamp is lighted, so that the spirit may disappear through evaporation.

The chief risk connected with window glass is confined to frosty weather, when if water is used for cleaning windows the chamois leather freezes to the pane and the attempt to free it results in the cracking of the glass. Many people content themselves with dry window cleaning in frosty weather, which leaves much to be desired in the appearance of the windows. A rag moistened with methylated spirit will cleanse the glass quite well, and there is no possibility of the spirit freezing in even the coldest English weather. In more temperate seasons nothing is better for window cleaning than cold water, particularly if tinged with washing blue. Even with cold water different people are rewarded with different degrees of success.

The most common method of cleaning windows is to squeeze out the chamois leather fairly dry, wipe over the glass with it and then rub it with a duster until there is an apology for a polish. Such windows look fair for a day or two and then are as bad as ever again.

The best results are obtained by wetting the window with a chamois leather, rinsing the leather and going over the window again with the leather fairly wet, again rinsing the leather, squeezing it as dry as possible and drying the window with it, taking care to work well into the corners. A bright, clear day is best for window cleaning, provided that the sun is not shining full upon the glass; but damp, foggy days should be avoided if possible, since the difficulties are increased and the results are less satisfactory.

SUGGESTIONS FROM EMPLOYEES.

THE bigger the house, the more brainy the employer, the more apt is it or he to welcome ideas from any source looking to improvements in the transaction of business. Here is an extract from a bulletin issued by Marshall Field & Co., Chicago, to its employees:

"We wish our employes to think for the house and offer rewards for suggestions as per bulletin covering that point in the rule book, as follows: We wish every detail in every portion of this business done by the most thoroughly approved method, and to this end invite criticisms from all employes upon any point in system, method, etc., in either their sections or elsewhere, which in their judgment can be bettered. To assist in causing our people to be more watchful, studious and interested in the general improvement of the store, we will give to any employe one dollar for each and every suggestion made to the manager's office, when in the judgment of that office the suggestion is practicable."

And yet there are men in business foolish enough to resent suggestions from employes, and expect the latter to take an interest in the business.

The New York Crockery and Glass District.

The time is rapidly approaching when the customary turkey, brown and steaming, will reign supreme on the Thanksgiving table. This suggests many things. First, it should impress retailers with the idea of having something special in the way of an extra good showing of dinner services. Then, as one enters into the spirit of the mouth-watering prospect, cranberry jelly is bound to come to mind. The old days when this delicacy was ladled out and dabbed on a saucer are gone. The modern cook secures a variety of molds and serves the jelly in a tempting way to the eye as well as the appetite. Bawo & Dotter are advertising these jelly molds in another part of this issue. They come in all sizes, shapes and combinations possible. The usage of these molds becoming more general every year makes the question of stocking up quite an important matter at this time.

Cox & Lafferty are having a heavy business on blown ware, plain and cut, from the Seneca Glass Co. They give as a reason that Seneca goods, being made so carefully and selected so closely, nothing but the best leaving the factory, in addition to prompt shipment, please the trade, and they begin to realize the merits of this factory, which is one of the oldest in lead blown glassware. From the Imperial Glass Co. a new line called "Azur" ware is being shown. The colors are really wonderful, and reproduce those of the rainbow.

A view of the Japanese china in the sample rooms of Morimura Bros. is a revelation. Hundreds of different and exclusive shapes and patterns, in regular stock and odd pieces, are now meeting with the approval of critical buyers. The superior white body of the ware shows up the novel treatments and colorings to exceptional advantage.

The "Ritz" pattern shown by Robt. Slimmon & Co. has proven to be one of the best sellers in English dinnerware on the market. The firm states that the demand for it the present year is equal to that for any of the new patterns. Another design which has

maintained the popularity acquired the year of its introduction is the "Iris." This was brought out three or four years ago, and is still classed as one of the good retailing patterns.

The Bradley & Hubbard Mfg. Co. are enjoying the usual steady run of business they experience at this time of the year. Their electric portables and hanging fixtures have made very satisfying sales-records during the past few months. The way the habit grows on buyers to make the B. & H. headquarters one of the first stops when in the city is in itself about as good a recommendation for the line as can be found.

The "Paroutaud" French china line of Fondeville & Van Iderstine is proving a wonderful success—even more so than was anticipated. One of the especially good things is the "Marie Antionette" shape. This has met with approval from the start—due, for one thing, to its adaptability to show off the decorations to good advantage.

The new decorative treatment of a line of lighting glassware on view at the office of the Consolidated Lamp and Glass Co. is "making good" wherever shown. Road men are doing well, and the factory is being kept in pretty rapid motion filling the specifications. The New York office is more than satisfied with the results—which probably accounts for the expansive smile Mr. Dougherty wears these days.

While the Plume & Atwood Mfg. Co. do not say very much about their line of "Banner" heaters, it is a well-known fact that their business in this department is very extensive. Now that the first evidences of cold weather are here, people will naturally be on the lookout for some method of heating. Even where steam heat is used there are plenty of occasions when a smokeless warmth-producer is welcome. The "Banner," like all other products of this concern, is up to the high P. & A. standard in every

way. Quite a lot of interesting information about heaters can be obtained by visiting the salesroom, or by inquiry.

E. Torlotting, representative of the St. Louis Crystal Glass Co., has received samples of several new stemware lines. Four of these are incrustated gold decors, with edges in coin gold. Some of the new decors are combination etchings and cuttings; others etched only. These patterns are furnished in plain or optic glass. A new glass half-shell oyster plate, engraved and cut, is shown in four decors, one being in gold. These are all high grade goods.

By the first of the month Louis Wolf & Co. expect to occupy their new and commodious quarters at 221-227 Fourth avenue, on the northeast corner of Eighteenth street. The edifice, which is named the American Woolen Building, is up to date in every respect. It is constructed with sound-proof floors, is fireproof, and has every convenience of the modern skyscraper. The new Louis Wolf offices and show-rooms take up about twice the space formerly occupied. The concern will move in just at an appropriate time, as their new fall import lines for spring delivery will be opened up as soon as they are installed in the new quarters.

BUSINESS BRIEFS.

Fire damaged E. T. Lee & Co.'s five-and ten-cent store, New Bedford, Mass., recently.

F. P. Tobin & Co. have opened a store in Lynn, Mass., for the sale of gas and electric fixtures.

Levine & Marlowe have largely increased the floor space of their five-and ten-cent store at New Britain, Conn.

It is reported that the Woolworth Syndicate are contemplating the purchase of C. H. Rood & Co.'s store at Ware, Mass.

A charter has been issued to the Lawrence Clay Products and Pottery Co., North Lawrence, the capital stock of which is \$10,000.

The Ritger Excelsior Pottery, of Newark, N. J., have incorporated to manufacture pottery and earthenware, with a capital of \$50,000.

The V. V. Sittings Co., Trenton, N. J., has been chartered with a capital of \$20,000 to manufacture electrical porcelain specialties.

Herbert G. Whitehouse was incorporated last

week at Newark, N. J., to manufacture brass and wood novelties. Capital \$50,000.

Fire damaged the stock of the Gordon Novelty and Art Co., San Francisco, October 12, to the extent of \$80,000. Partially covered by insurance.

The Milville (N. J.) Glass Manufacturing Co. was incorporated at Trenton last week by Walter S. Wheaton, James E. Mitchell and Lewis Steelman.

The strike at the factory of the Enterprise Cut Glass Co., Elmira, New York, has been satisfactorily settled, most of the men having gone back to work.

At Charleston, W. Va., the new department store of Warwick, Barrett & Shipley was opened last week. The china, cut glass and lamp department is on the first floor and occupies larger space than any other department on that floor.

Dudley, Given, Wamsley & Co. have been incorporated at Rochester, N. Y., to deal in art goods, china, glass, brass and leather goods, with a capital of \$50,000. The incorporators are R. C. Dudley, Genesee County; J. B. Given and J. T. Simpson, Rochester.

W. H. Glenny & Co., who conduct a large china, glass and art store in Rochester, N. Y., announce that they are retiring from business after thirty-four years of success. The seven-story building has been sold, the partnership will be dissolved, and the accounts closed.

VALUABLE OLD CHINA.

IN the possession of George H. Payne, of Baltimore, is a collection of old blue Canton ware, comprising plates, bakers, platters and several covered pieces, which was at one time used on the table of General George Washington. The family also treasures a letter which reads as follows:

The china given to Mrs. George H. Payne is part of a set used by General and Mrs. George Washington and given to his nephew, Colonel William Augustine Washington, of Haywood, Westmoreland county, Virginia, on his marriage, and given to me by his daughter, my mother-in-law.

MRS. GEORGE WASHINGTON.

The husband of this "Mrs. George Washington" was an uncle (by marriage) of George H. Payne and a grand-nephew of the Father of his Country."

The peculiarity of this china is that while on most of the old Canton ware two men are shown on the bridge in the foreground of the decoration, on these pieces the men are not in evidence. Somebody remarked that they probably had not arrived at the bridge at the time this china was made. Mr. Payne has repeatedly refused offers of from \$2,500 to \$3,000 for the china.

Among the Potteries

East and West

A tip to all buyers who are making **East Liverpool and Vicinity.** plans to visit this district in January: So arrange your schedule that you will have time to visit every sample room, for it is a positive fact that the factories are going to have some excellent propositions to offer for 1911. To visit only a few will be to do both yourself and the manufacturer an injustice. The smaller pottery concerns will have good things as well as the larger ones, and the buyer cannot do his work properly in a hurried trip through the territory. Some buyers, it is true, are known to visit every sample room in East Liverpool every January; but others content themselves with calling on only one or two plants. This is a grave mistake. The writer has been permitted to "look under the lid," so to speak, in many potteries during the past week, and advises buyers to make a thorough inspection of every sample room in the district when here in January.

* *

J. T. Smith, of the Smith-Phillips China Co., accompanied by General Manager W. H. Griffin, of the East Liverpool Traction and Light Co., are to go to Niagara Falls this week and make a thorough inspection of the new Harper electric kiln, an exclusive account of which was printed in the CROCKERY AND GLASS JOURNAL last week. Trial pieces of ware from the Smith-Phillips plant—in the green state, bisque and decorated—are to be given a burning.

* *

Practically every pottery manufacturer in the district is going into lustre decorated goods extensively. The demand for this class of ware has exceeded expectations in some instances.

* *

George Hulme, formerly with the Taylor, Smith & Taylor Co., but now general manager of the Crooksville China Co.'s plant, has been spending a few days here.

* *

The real good dinner lines for 1911 will have border treatments, while the cheaper lines will have floral decorations, says the decorating shop managers. Some very clever border designs are being made ready for 1911. These will be shown in open stocks,

and in several instances exclusive offerings are to be had.

* *

E. J. Buckley, of the Chromo Transfer Co., Stoke-on-Trent, England, has been touring the district during the past week.

* *

Among the buyers here last week was Mr. Hull, of Joske Bros., San Antonio, Texas.

* *

The demand for decorated goods is especially heavy at present, the business on plain white running a little slow. Staples, however, in white keep up to the standard.

* *

Shipments of pottery from here over the Youngstown and Ohio River railroad (the new competitive freight road into the district) are increasing at a remarkable rate. The road is now accepting shipments to all points in the South, West, Northwest and Central States. Information has been received by one local pottery making an Illinois shipment over this route that delivery was made in two days, which establishes a new record for quick freight service out of this city.

* *

The selection of Edwin M. Knowles as president of the United States Potters' Association was received with acclaim by all the potters here. Mr. Knowles is one of the younger school of manufacturers, but he has inherited great ability in the trade, for he comes of a line in which were pioneers in the pottery business of the United States.

* *

The West End Pottery Co. is having an exceptionally strong demand for its open stock dinner patterns which have been recently placed on the market. Several of the treatments are exclusive, and are exceedingly rich in design.

* *

The holiday offerings of the Laughlin China Co. for this season are by far the most elaborate and most popular ever offered by this well-known house. Especially is this true of the specialties, which lines are exceptionally strong. Very popular indeed are the salad and nappy lines, the treatments of which are of

a character that insures a quick turnover on the part of wholesale or retail buyer. The several plants operated by this firm are working strong, which in itself tells the large volume of business the firm is being offered.



The Carrollton Pottery Co. will
Carrollton, O. have a new plain dinner shape ready for the trade at an early date. It will be named the "Carroll," and will be shown in three exclusive treatments. The company is having a strong run on its specialty lines, a feature of which is the new underglaze effects. An additional warehouse, 80 x 120, is in course of erection.



Construction on the new addition to the plant of the W. S. George Pottery Co. is progressing rapidly, and it is believed will be ready to be placed in operation in December. Besides the erection of two kilns, additions are also being made to the clay shops and warehouse. Treatments have been completed for the new "Iris" dinner shape, the plain white and gold effect being a distinctive feature. The new decorations are to be shown in open stock. The cover dishes are something novel, the handles being unique.



Fred Sebring has again assumed the
Sebring, O. management of the Limoges China Co., but whether this arrangement will be permanent has not been announced officially.

AT BOSTON.

THE Addis-Addie Co. is the name of the concern succeeding the Boston Department Store, which has gone into the hands of a receiver. The Addis-Addie Co. will open a "nothing over fifty cent" store at these quarters, as well as a branch at Scollay Square. In both stores will be a crockery and glass department, and they are now inviting manufacturers to submit catalogues, prices, etc. It is understood that the local house will buy for a chain of stores which will be established all over the country. The store is right across the street from the Henry Siegel Co. on Washington street. The trade will recognize the spot when we mention that it is the site of the old Pitts-Kimball Co., later the Dodge-Spear Co., then the Boston Department Store, and now the Addis-Addie Co. Preceding Pitts-Kimball Co. there were some more names.

S. M. Averill, lamp buyer for the Jordan-Marsh Co., is in Troy, N. Y., on his vacation. Meanwhile

the department is under the charge of Miss Ella Sheehan.



J. J. Dunn, the indefatigable worker with the Pittsburgh Lamp, Brass and Glass Co., has returned from a tour of Northern New England which he classifies as the "most successful trip ever made."



Harry G. Mills, with the Homer-Laughlin China Co., East Liverpool, had an excellent display of the company's products at the Parker House last week.



William Brown, of Calais, Maine, was in the Boston market last week. He seldom gets to the Hub, but when he does he is heartily welcomed.



Another owner of a crockery store from Calais, Maine, seen here last week was Mr. McLeod.



J. F. Kerr, formerly of Kerr & Foss, Sherbrooke, Que., was a visitor here recently. Mr. Kerr has purchased the interest of Mr. Foss, and now operates the business with his son.



H. J. Smith, with Cox & Lafferty, N. Y., who is now touring through Western Massachusetts, is expected here this week.



W. J. Noble, with John Davison, New York showed the trade the merits of Coalport and other china last week.



Coming to town soon will be George H. Sylvia, with the Pairpoint Corporation, New Bedford, Mass.



A local buyer who expects to be in New York before the end of the month is John J. Curry, with the Houghton & Dutton Co.



Mr. Smith, of Smith Bros., Houlton, Me., was heard saying "Send me," etc., last week in the local market. He has an excellent crockery store in his town.



Fred Webber, of Gardner, Me., was among the glass buyers here last week.



Mr. St. Louis, with the James Edgar Co., Brockton, Mass., was also in the market.



Wholesale men in town were: W. L. Young, with The Smith-Phillips China Co., East Liverpool; Charles Weiss, U. S. Agent for Wm. Guerin & Co., Limoges; Justin Tharaud, manager of the "Chateau" china department of Maddock & Miller, New York; A. R. Engleman, with the Krantz-Smith Cut Glass Co., Honesdale, Pa.; Mr. Crane, with the N. L. Lockhart Co., Rochester, N. Y.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Glass manufacturers are holding off the booking of orders for 1911 delivery. In a number of instances buyers would be glad to sign contracts at once, but the manufacturers are wary. As one of them said, there was no use in rushing the matter, for if business is booked now for 1911 delivery on present prices, and there should be an advance on some of the items, the manufacturer would be sorry he acted so hurriedly. All the business being booked now is for delivery this year.

Many new sundae cups have been added to the soda fountain lines of the United States Glass Co. during the past fortnight. The demand for these lines during 1910 has been the heaviest known. In order to keep up with the demands of this trade the company has been adding new items for several months, until now the soda fountain lines are extraordinarily comprehensive. A special catalogue showing the entire offering is to be issued at an early date.

The Oriental Glass Co. is having a strong run this season on decorated table sets. Several new lines of souvenir goods have also proved attractive propositions for department store buyers.

"The Puritan" is the latest offering in the table glass trade. This line has just been placed on the market by the Tarentum Glass Co., and is very attractive. The pattern is on the Colonial order, although it possesses several entirely new effects. The knob on the covers is a very novel idea. A line of vases is also made in the "Puritan" pattern.

The Glass Utilities Co. has been formed here with a capital stock of \$10,000, the incorporators being C. D. Scully, of this city, and M. E. T. and J. W. Cruikshank, of Oakmont, Pa.

The plant of the Ripley Glass Co., Connellsville, Pa., will be making glass within six weeks, or sooner. Gas has been connected, and furnaces are being dried out. Nearly 100 molds have been completed. The company is having no trouble securing labor, nearly

1,000 applications for positions having been received. In addition to the space already occupied in the House Building, Pittsburgh, the company has leased for a long term a spacious suite of offices which will be used as sample rooms.

The demand for cut glass continues as strong as ever, and since the beginning of the fall season there has been no end to orders. There is a tendency on the part of the manufacturers of these lines to obtain a better price for some items.

"We have the best things in glass ever offered the trade, and we are going to have something still better," was the remark of C. H. Blumenauer, of the Jefferson Glass Co., Follansbee, W. Va., when here a few days ago. "Our new etched candlestick has met with wonderful success. In January we will have the most elaborate offering of high class glassware ever assembled."

R. G. West, of the Higbee Glass Co., Bridgeville, Pa., when here a few days ago, said that business conditions were of the best with his concern. Orders have been plentiful all season. Two new lines will be shown by the company during their January display at the Ft. Pitt Hotel.

For several years glass manufacturers have tried in vain to have the Department of Commerce and Labor at Washington make a proper classification of the glass imports, so that those interested may learn how much cut glass, lighting glass, pressed glass, etc., is imported into the United States. All these items are now lumped, and there is no chance to know what line is leading in the imports. It is said that the department would require the services of nearly 200 more clerks to properly prepare such information.

There will be at least one golden anniversary in the glass trade next year. The Central Glass Co., of Wheeling, will then pass its fiftieth milestone, and some special features are already being planned for this event. The Central is one of the oldest glass factories operating in West Virginia, and was first

started under the name of Osterling, Henderson & Co.

President Arthur Bennett of the Cambridge Glass Co. spent a few days here last week. He reported business very good, and their large plant working full time.



Wheeling and Vicinity. With Christmas but two months off, the holiday rush at the various glass factories in the Wheeling district has started, and all are operating in full. During the summer shut down many of the plants increased their capacity.

The Fostoria Glass Co. at Moundsville is operating three pot furnaces and one day tank in full blast. The cut glass department is working double turn.

The Central is operating in full and has been advertising for men

The Haskins factory is making the largest shipments in its history.

Following a conference at Moundsville, attended by about fifty of the most prominent glass men in the country, regarding the punch bowl question, a number of changes were made. The nine and ten-inch nappy has been stricken from the list and hereafter will be worked at the nine and ten-inch punch bowl rate. This advances the wages of the finishers on nine-inch nappies twenty-five cents per turn. The dispute on cigar jars, bar tumblers and common tumblers was settled. During the session disputes which had arisen at Dunkirk, Bellaire, Jeannette, Grapeville, Moundsville and Wheeling were adjusted in a satisfactory manner.

BEST WAY TO DISPLAY GLASSWARE.

“DOES a black background show cut glass and glassware to better advantage than an array of mirrors?

This question was asked of several of our leading dealers this week, and there seems to be a division of opinion, the majority favoring the mirrors. One said:

“The employment of polished mirrors is certainly the best way to present the merits of glass to retail buyers. Many of them, knowing but little about glass, judge it by the color and brilliant effect; so, if glass emits rays of radiancy, it's ‘fine glass, and sells. By combining mirrors and lights it is possible to do a larger business with pressed glass than you could transact with cut glass improperly displayed. Mirrors kept clean are the most effective environs for glass; but

the bugbear is the ‘kept clean.’ How many times have you seen a good line of glass backed by foggy mirrors?”

Of course, the foregoing is all right for the public, but with buyers it is different. They know cut glass and glassware. Every feature of the piece is considered—decoration, cutting, finish, brilliancy and the adaptability of it for their trade.

“The ideal method of display, to my mind,” said a wholesaler, “is white wall-shelves backed by mirrors, black painted tables with mirror tops, and plenty of light. This gives a fine effect. While buyers are men of keen ability, and can decide on glass under any circumstances, it is a good thing to show them how well the line will look if displayed in the same way to their retail trade.”

AT PITTSBURGH.

AT the Pittsburgh branch of Bawo & Dotter, which is in charge of Frank Zoellig, some exceptionally attractive lines are being displayed. The vases are particularly strong, many new pieces having just been added. There is not a dull pattern shown in any of the numerous lines; all of which means that the Pittsburgh branch is a very busy one.

Charles Ellis, with the George H. Bowman Co., Cleveland, is booked to open at the Colonial-Annex early in November.

Charles Kaiser, showing the new offerings of Morimura Bros., was registered at the Colonial-Annex.

Edward Ledger, showing the latest Doulton offerings of W. S. Pitcairn, opened at the Hotel Henry, and was well pleased with the business done.

C. M. Newcomb, with the Maple City Cut Glass Co., Hawley, Pa., was showing the new creations of this factory at the Hotel Henry last week.

W. W. Lang, in charge of the Pittsburgh office of Kinney & Levan, has succeeded in arranging the most elaborate display of imported and domestic goods ever assembled in Pittsburgh. Hardly a day passes but what something new is added. In the cut glass department the latest creations from the K. & L. factory are being displayed.

An active campaign for membership in the Western Glass and Pottery Association is in progress, and as a result President W. W. Lang is keeping the old members on the jump. For every ten new members an old member enrolls he is presented with a costly traveling bag. A special meeting of the directors will be held shortly to consider plans for the annual banquet scheduled for January 5.



IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
October 18, 1910.

ANTWERP

232 packages glassware	B Guntel
2 "	Fensterer & Ruhe
16 "	Bawo & Dotter
10 "	A Berger & Co
15 "	C J Dierckx
19 "	Graham & Zenger
141 "	Miscellaneous Orders
4 " earthenware	G F Bassett & Co
111 "	L Straus & Sons
20 "	Bawo & Dotter
18 "	O Goetz
6 "	Koscherak Bros
25 "	L D Bloch & Co
11 "	Fensterer & Ruhe
99 "	Geo Borgfeldt & Co
15 "	Strobel & Wilken Co
59 "	Miscellaneous Orders
275 " chinaware	Theodore Haviland & Co
89 "	Vogt & Dose
8 "	Bawo & Dotter
11 "	C E Wheelock & Co
2 "	Miscellaneous Orders
1 " toys	R H Macy & Co
103 "	L H Mace & Co
17 "	G W Travers
163 "	C B Rouss
83 "	F W Woolworth & Co
10 "	Bawo & Dotter
49 "	Geo H Bowman Co
1 "	F A O Schwartz
58 "	Strobel & Wilken Co
156 "	Miscellaneous Orders

BORDEAUX

84 packages chinaware	Wm Guerin & Co
14 "	L Straus & Sons
10 "	J Pouyat Co
527 "	Haviland & Co
11 "	A G Momet
14 "	J H Venon
10 "	Bawo & Dotter
8 "	Fondeville & Van Iderstine
18 "	H R Churchill
43 "	Miscellaneous Orders

LIVERPOOL

4 packages earthenware	The Rowland & Marsellus Co
4 "	J Wygand & Co
2 "	L Straus & Sons
10 "	Maddock & Miller
13 "	F W Woolworth
13 "	Ed Butler
26 "	H C Edmiston
28 "	Geo Borgfeldt & Co
7 "	E Boote
1 "	G F Bassett & Co
6 "	W S Pitcairn
21 "	Meakin & Ridgway
6 "	Strobel & Wilken Co
60 "	Miscellaneous Orders
15 " toys	Strobel & Wilken Co

LONDON

12 packages toys	Strobel & Wilken Co
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HAMBURG

256 packages glassware	Fensterer & Ruhe
40 "	Kmy-Scheerer Co
18 "	F Euler & Co
8 "	Knauth, Nachod & Kuhne
186 "	W R Noe & Sons
119 "	O O Friedlander
11 "	H Kupper
2 "	Brown Bros
10 "	Eimer & Amend
15 "	J Wygand & Co
40 "	L Straus & Sons
72 "	Strobel & Wilken Co
395 "	Miscellaneous Orders
270 " earthenware	Geo Borgfeldt & Co
116 "	Lazarus & Rosenfeld
19 "	H Kupper
28 "	Froeber & Vollrath
83 "	O Goetz
5 "	G F Bassett & Co
63 "	J Wygand & Co
125 "	L D Bloch & Co
5 "	J Palme
51 "	Strobel & Wilken Co
226 "	Miscellaneous Orders
106 " chinaware	Bawo & Dotter
137 "	C E Wheelock & Co
134 " toys	B Illfelder & Co
18 "	J H Venon
38 "	C B R uss
57 "	Geo Borgfeldt & Co
390 "	F W Woolworth
7 "	Knauth, Nachod & Kuhne
57 "	Samstag & Hilder Bros
169 "	Strobel & Wilken Co
223 "	Miscellaneous Orders

BREMEN

5 packages glassware	L Straus & Sons
2 "	Samstag & Hilder Bros
116 "	Strobel & Wilken Co
283 "	Miscellaneous Orders
4 " earthenware	Geo Borgfeldt & Co
32 "	Karl Hutter
8 "	Eimer & Amend
12 "	Froeber & Vollrath
24 "	Knauth, Nachod & Kuhne
18 "	Bawo & Dotter
82 "	Strobel & Wilken Co
59 "	Miscellaneous Orders
19 " chinaware	C E Wheelock & Co
1 "	J H Venon
246 " toys	Geo Borgfeldt & Co
5 "	F A O Schwartz
24 "	A Steinhardt & Bros
181 "	F W Woolworth
8 "	Bawo & Dotter
872 "	Strobel & Wilken Co
22 "	Miscellaneous Orders

SOUTHAMPTON

14 packages chinaware	Bawo & Dotter
8 "	L D Bloch & Co
75 "	H Creange
11 "	Ceramic Importing Co
55 "	Blakeman & Henderson
106 "	Miscellaneous Orders

ROTTERDAM

44 packages earthenware	Geo Borgfeldt & Co
50 "	Lazarus & Rosenfeld
22 "	L D Bloch & Co
20 "	Miscellaneous Orders
134 " toys	B Illfelder
55 "	Samstag & Hilder Bros
65 "	Miscellaneous Orders

HAVRE

8 packages chinaware.....	J H Venon
16 " "	H Kupper
17 " "	A G Moment
173 " "	Miscellaneous Orders
5 " glassware.....	E Utard

COPENHAGEN

12 packages chinaware.....	C Kaas
4 " earthenware	Geo Borgfeldt & Co
9 " glassware	Fensterer & Ruhe
342 " toys.....	Geo Borgfeldt & Co
1 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

75 packages earthenware.....	Jones, McDuffee & Stratton Co
45 " "	Mitchell, Woodbury Co
5 " "	Rowland & Marsellus Co
10 " "	E Boote
5 " "	Richard Briggs Co
11 " "	A W Chesterton
2 " "	Stone & Downer
69 " "	American Express Co
4 " "	F W Miller & Co
15 " "	Miscellaneous Orders

ANTWERP

21 packages earthenware.....	Jones, McDuffee & Stratton Co
1 " "	Stone & Downer Co
40 " "	Geo Borgfeldt & Co
31 " "	Mitchell Woodbury & Co
7 " "	F H Griffin
1 " "	Walter Kimball & Co
57 " "	Miscellaneous Orders

GLASGOW

3 packages earthenware.....	Miscellaneous Orders
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GENOA

14 packages earthenware.....	O Casumano
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NAPLES

8 packages earthenware.....	R F Downing & Co
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ROTTERDAM

10 packages earthenware.....	E M Wheelwright
16 " "	American Express Co
3 " "	Lazarus & Rosenfeld

YOKOHAMA

38 packages earthenware.....	Jones, McDuffee & Stratton Co
103 " "	Miscellaneous Orders

THE WICK OF A PHœNICIAN LAMP.

THERE has recently been found in Tunis a Phœnician lamp which still contained the wick. This lamp could not be later than the second century before our era. The discovery is interesting, for we learn that up to now it has never been decided as to what material the wick consisted. There have been divers hypotheses—elder pith, tow and various threads, lint, papyrus and even skins of animals. The wick now found will set doubts at rest, for, under microscopical and chemical analysis, M. Eugene Collin has established the fact that the wick was originally lint. M. Eugene Collin has made his report to the French Academy of Sciences.—*London Globe*.

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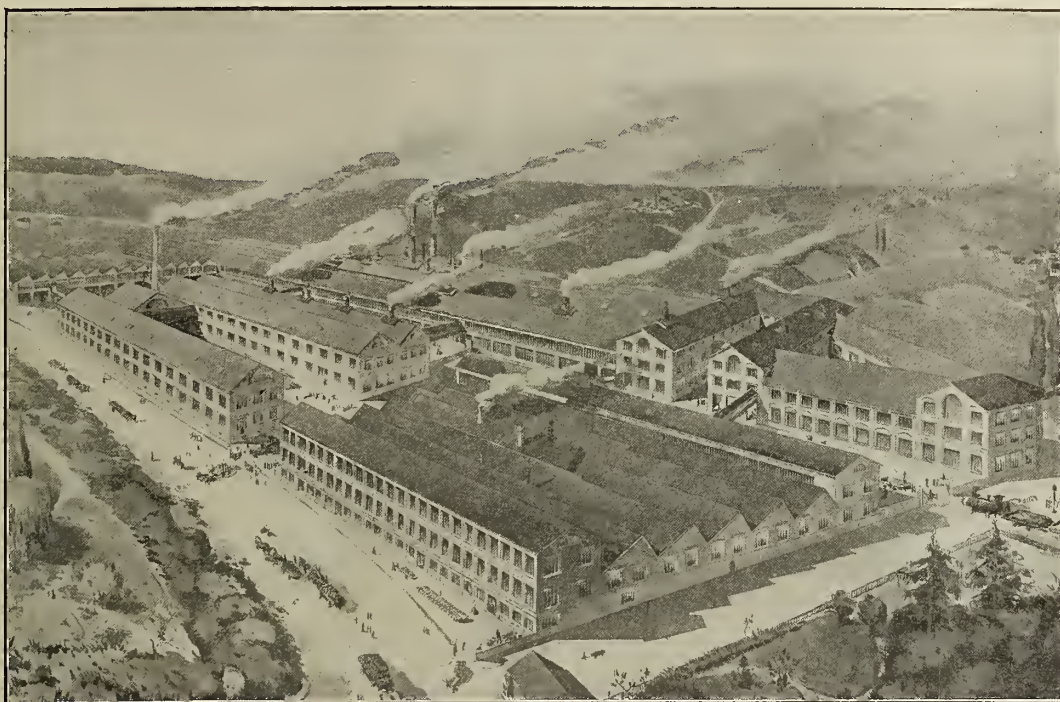
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La Porcelaine Theodore Haviland

Limoges. FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

THE NEW FRENCH TARIFF.

IN view of the recent thorough revision of the French tariff, a complete and up-to-date edition in English has been prepared by the Bureau of Manufactures of the Department of Commerce and Labor. The usefulness of the work to business men in this country is increased by the fact that all tariff rates are given in our money and weights, as well as in the French units. Much practical information concerning customs formalities is included. Franco-American tariff relations during the last twenty years are discussed in the introduction.

The new law re-adjusted the duties on about as many commodities as the Payne-Aldrich bill changed in the United States. Unlike that act, however, the French law did not repeal preceding tariffs. It merely amended those sections that were deemed unsatisfactory. Every section underwent minute scrutiny, and while the present tariff is still the law of 1892, amended it is a radically different measure from that passed eighteen years ago.

The French do not hesitate to change their tariff. Between 1892 and 1910 no less than thirty-eight different tariff laws were passed. Most of these laws affected only a few rates; none, prior to 1910, attempted a complete revision.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

AN Air cut glass salesman wanted January 1, 1911, for choice western territory. Our line is popular-priced and well-established. Replies considered confidential. Address LAUREL CUT GLASS CO., Jermyn, Pa.

SALESMAN WANTED—First-class cut glass salesman, in Southern territory. Old-established line, and best in country. Answers will be treated confidentially. Address "J," this office.

SITUATIONS WANTED.

WANTED—After January 1, 1911, position as manager of cut glass plant. Over fifteen years' experience, and producer of results. A reason for change. Address Box 730, this office.

WANTED—Position as traveling representative by a high-class man of years' experience and standing with the best houses of the country in glass or kindred lines, particularly cut glass. After January 1, 1911. Address Box 732, this office.

ORIENTAL GLASS CO.,

MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby, Mat and Gold, Crystal Mat and Gold.

COLORS CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works:

PITTSBURGH, PA., U. S. A.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

POUYAT CHINA.

MARK ON WHITE

J. P.
L.
FRANCE

MARKS ON DECOR



A MILLION A MONTH.

Our magazine advertising on Pouyat china reaches more than a million readers every month. We have created the demand. Are you prepared to meet this demand with a complete stock?

The new samples for spring delivery are now on display.

The J. POUYAT CO.,

37-39 Murray St., New York.



Guernsey Earthenware.

BROWN WHITE-LINED ENAMELED.

Dozens of inquiries in every day's mail from women all over the country, wanting to know where they can get *Guernsey*.

We are giving them our dealers' names and sending them to their stores—to buy *Guernsey*.

Guernsey is going to be one of the big sellers of the season. Come in with us—the profits are good—and every *Guernsey* sale means a delighted customer and repeat sales.

Get our catalogue. Look over the line described and illustrated in it. A postal will bring it by return mail. Have you seen our handsome new window poster in colors?

THE GUERNSEY EARTHENWARE CO.

CAMBRIDGE, OHIO.

New York, 65 West Broadway. Bates & Ledden.



NEW YORK, OCT. 27, 1910.

THE CONDITION OF BUSINESS.



Small lot buying continues, with no **New York.** prospect of immediate change, although this is bound to come sooner or later. Why buyers should be so conservative at this season is a mystery. The retrenchment policy of a number of large stores, as evidenced by their lack of buying in the New York market, will shortly be acting as a boomerang. Just now the cream of the market is at their disposal. Later on, when the word is eventually passed to their buyers to stock up, they will have to be satisfied with whatever happens to be on tap for immediate delivery. Selections will be limited, and dissatisfaction is bound to ensue.

The lamp houses report better business. More has been done this week on small orders than in some time. Re-orders are frequent, but generally for only small lots. On the whole, however, the situation is very hopeful. One house reports the largest business ever done in October, and many others are well satisfied.

Road reports are, as usual, varied. Salesmen encounter spasmodic streaks of very good business, following which they do little or nothing for days. Despite this the men are enthusiastic and are expecting all sorts of things in the order line pretty soon.

Retail trade is good. Many stores, both local and in interior places, have reached high-water mark

for October sales. The smaller stores are also enjoying good business, and are sending in small-quantity orders as frequently as two or three times a week. Reports from the South and West show that the stores there are having quite a good run of business.



There was an improvement in business **Trenton.** during the past week. Orders for specialties and souvenir goods for the holiday trade are being received, although the bulk of the business is being booked for dinnerware.



Orders are plentiful, and all plants **Pittsburgh and** making glass in this territory are working full time. Some order **Vicinity.** files contain enough business to keep the factories in operation for from six weeks to two months ahead. General lines are in the best demand, although high-priced etched and stem ware are having a good call.



There has been a decided improvement in the pottery business since September. Some **East Liverpool and** buyers have been telegraphing **Vicinity.** manufacturers to rush shipments by express, so urgent is the need for goods. There are several factories in

this locality which have enough orders on hand to keep running full time until the end of the year.

Bright conditions exist in the pottery trade here. Hotel china producers are being favored with business sufficient in volume to run full continuously.

AT BOSTON.

THE past week, from both retail and wholesale standpoints, was excellent. The seasonable weather resulted in increased sales, and a continuance of it will make an extremely satisfactory total for October.

S. N. Nathan, the leading jeweler in Fitchburg, Mass., who has a very extensive cut glass department, was in town last week.

Arthur A. Bean, the winner of the CROCKERY AND GLASS JOURNAL Golf Trophy, shook hands with his friends here last week. Mr. Bean has every right to feel elated at his victory.

The "Old Beehive," owned by Mr. Kilbourne at Burlington, Vt., is one of the finest stores in the State.

Fred Shattuck, representing Geo. F. Bassett & Co., New York, accompanied by Mrs. Shattuck, visited Boston last week.

A. M. Hubbard, Randolph, Vt., was with us recently, coming in with a report that "Vermont business is seasonable."

Andrew H. Hoag Co.'s line of art glass shades and domes, gas and electric portables is now represented in Boston by Wm. R. Clafin at 144 High street. Mr. Clafin also has the Niagara Cut Glass Co.'s line

Some of the "favored few" in the trade got orders from Mr. Donovan, glass buyer for the Robertson-Sutherland Co., Lawrence, Mass., last week.

T. E. Stutson, with Louis Wolf & Co., toy importers, reports a good volume of business. He says they expect to occupy their new quarters at New York about November 1.

Walter E. Knowles, representing J. Pouyat & Co., New York, had an array of samples last week at the Parker House.

It is learned on reliable authority that a 5, 10, 15, 20 and 25 cent store corporation is undergoing formation here by a local department store buyer, a wholesaler and several others. They purpose forming a

chain of these stores, with headquarters in Boston. Details will be announced as soon as possible. This enterprise is entirely distinct from the Addis-Addie Co., mentioned in last week's issue.

James J. Hanning, china buyer at the Jordan-Marsh Co., is planning a visit to the New York district about the first of the month.

Another visitor here recently was William P. Graham, of Graham & Zenger, New York.

Louis Levien, of the cut glass company bearing his name, was also seen upon our streets.

Geo. Granville, the Heisey glass man, has returned from a business trip through Southern New England.

S. Y. Pierce, manager of L. Barth & Co.'s Boston headquarters, reports a very satisfactory business.

Mr. Ryan, glass buyer at the Bon Marche, Lowell, paid his respects to the trade last week.

H. J. Smith, with Cox and Lafferty, is "resting" at Boston for a day or two after a New England trip. He reports a brisk demand for their cut glass and stemware.

G. L. Desaulnier, of Woonsocket, R. I., was placing orders here this week.

W. E. Whipple, glass and crockery jobber of Portland and Bangor, Maine, was here recently.

E. E. Wilgus, the Buffalo Pottery representative, has returned from his Western jaunt, and will remain in and about Boston for the balance of the year.

BUT SMITH CAME BACK.

A MUCH-BATTERED young man came into a hotel and wobbled up to the desk.

"How do you do?" asked the clerk. "What can I do for you?"

"I'd like to have Room Thirteen," said the battered man.

"Room Thirteen?" asked the clerk, turning to look at the room-rack. "Why, I cannot give you that room. It is already occupied. But I can give you another room."

"Nope. Must have Room Thirteen."

"But I cannot give you that room. It is occupied."

"By whom?"

"Mr. R. R. Smith."

"That's all right," said the young man. "I'm R. R. Smith. I just fell out the window."—*Saturday Evening Post*.

The New York Crocery and Glass District.

Haviland & Abbot have unpacked more new fall samples. One of the new fancy lines carries a gold-edge band and lace border, with gold-bordered floral medallions at intervals. The edges are scalloped. The line embraces tea, chop, ice cream and berry sets, plates, etc. The leader of the new goods is a beautiful white and gold dinner set carrying a heavy gold-incrusted border. The deep dishes are exquisitely molded, and have incruited borders and handles of fine coin gold.

There was quite a little excitement in a downtown wareroom last Friday when two prominent cut glass men engaged in an impromptu fistic encounter. The affair did not take up very much time, and was not strictly according to the Marquis of Queensbury regulations, but plenty of action was crowded into the fracas. The principals were A. Abrams and Val Bergen, and the trouble is reported to have occurred through a long-standing grievance between the men dating from the time when the former was connected with Mr. Bergen.

Cox & Lafferty are showing this week samples of art domes and shades made by the New Method Art Glass Co. of Pittsburgh. Nothing quite like the product of this concern has ever been shown. As indicated by the name of the manufacturers, an entirely "new method" is used in the production of these goods, and a dealer's time will be well spent in looking over the line.

Every dealer in incandescent gas goods should have a copy of Edward Miller & Co.'s new catalogue No. 111. This covers one of the largest lines of upright and inverted burners made by any one concern. They also manufacture a complete line of accessories, thus minimizing the danger of misfits, as far as mantles and trimmings to match are concerned. The very latest improvement on incandescent burners is the split tube gas regulator. This is entirely original in its operation in that it regulates from the outside, leaving a solid stream of gas, instead of obstructing the center by a needle-point. This interesting catalogue, which will be sent on request, also contains in-

formation about the new Miniature burner with detachable goose neck, designed for lighting from chandeliers.

The ware itself must be seen to get the proper idea of the whiteness of the Japanese bone china at Vantine's. This point in conjunction with ordinary decorations would in itself be enough to make it sell, but when shown with extremely pretty and novel decors it instantly becomes a leader. The late importations contain a great many new designs, the line having been greatly extended since last year. A trip to Vantine's showrooms will result profitably to any buyer.

George N. Blust, manager of the New York office of the Pittsburgh Lamp, Brass and Glass Co., has been having such success with the company's line of shower lights that he is making a feature of this class of fixture. There are plenty of individual and exclusive styles in the new assortment. An especially good one is a lily design, roughed inside, and having a leaf decoration. The latest factory shipment also included some four dozen new designs in gas and electric portables fitted with iced shades made by a new process. The appearance of the shades, which are iced outside, is very novel and effective.

Appropriate holiday items are to be found in the Scotch motto line of Robert Slimmon & Co., which embraces tea-pots, puzzle jugs, porridge bowls, flower vases, and many novelties. The firm has several packages of these goods ready for immediate shipment, the compositions of which will be mailed upon request. One of the verses on a porridge bowl is as follows:

"Some hae meat that canna eat,
And some wad eat that want it.
But we hae meat and we can eat;
Sae let the Lord be thankit !

The Meakin & Ridgway line of dinner ware contains two excellent things. The first is the fine display of the newest effects in enamel, which is applied by hand in a very artistic manner. This line has

made a great hit. The firm were enthusiastic about it at the start, but the sales have exceeded their expectations. Another line that has been making itself felt in the trade is the incrustated gold patterns, in which the effects are both novel and rich.

Q

E. H. Hammond and E. L. Bates have begun the manufacture of a new lamp, the design of the former, at 65 West Broadway. This, however, will not interfere with their regular vocation. Both men will continue to represent their respective cut glass and pottery lines.

AT PITTSBURGH.

"DINNER ware is moving very nicely," said Robert Orr, in charge of the china and glass department of the Joseph Horne Co. "Open stock Bassett china is proving very attractive to the retail trade, the new patterns being in demand. Fancy goods are not moving fast, although the Copenhagen line of Kinney & Levan has been one of the best propositions of the season."

E. K. Connor was here last week showing the full line of the Trenle China Co.

J. P. Gordon, showing the Jones, McDuffee & Stratton Co. lines, received a hearty welcome. He was registered at the Ft. Pitt.

T. R. Crock has gone on a New York State trip in the interest of the Jefferson Glass Co. He will be out three weeks,

S. E. Cook and Thomas Anderson, of the Edwin M. Knowles China Co., East Liverpool, were visitors here last week.

A. Herr, of the New York offices of Bawo & Dotter, came here last week to take charge of the Pittsburgh sample room while Manager Frank Zoellig made a trip throughout the Tri-State district. Mr. Herr received a warm welcome from his many friends here.

J. D. Rapelye was at the Hotel Anderson with the J. D. Bergen cut glass lines.

Mr. Henderson, showing the lines of the Liberty Cut Glass Co., Egg Harbor, N. J., was at the Hotel Henry.

H. F. Brinkle was here showing the C. F. Monroe lines.

Toys, dolls and china formed the exhibit of the Strobel & Wilken Co. at the Colonial. The display was in charge of Messrs. Ackerman and Lauterbach.

E. W. Clinton has been at the Colonial Annex

with the new late fall lines of the Globe Pottery Co., East Liverpool.

Theo. T. Fryer paid his last visit to Pittsburgh this year with the holiday lines of the Tajimi Co., New York. He will not be here again until January. Following his stay here Mr. Fryer went to Cleveland, and then started to work East.

"IT PAYS TO KEEP AT IT."

IN a folder recently sent out by a large concern to call attention to the value of persistent advertising the following racy version of ancient history is given:

They do say that in ancient Rome there was a noble senator, Marcus Cato by name. And he was the one and only original insurgent. According to Plutarch, his hair was redder than V. Murdock's, and when he "pumped" it it stood up at least two inches higher than Senator La Follette's ever did; and Mr. Plutarch ought to know, for he sat up in the press gallery and wrote the heavy political stuff for the morning papers, and was considered some authority. And when it came to real, sizzling, hot insurging, this Cato man could give both the Gentleman from Kansas and the Senator from Wisconsin six lessons by correspondence and guarantee satisfaction. Every time this noble senator made a speech it sent the chills chasing up and down the vertebræ of the J. P. Morgans and John D. Rockefellers of those days, and down in the financial district everyone was agreed that if someone didn't choke old Marcus off the country would go to pot.

It appears that Cato had one favorite subject for insurging. He had a certain bill in the committee and he couldn't get it out. The senator wanted to lick the tar out of the rival city of Carthage, but the committee on "War and Massacres" kept sitting on the lid. The senator's hands were tied—but not his tongue.

Each morning just after the Senate had convened he arose in his place, fixed the Speaker with his eagle eye, and declared in a loud voice that "Carthage ought to be destroyed;" then he sat back down in his seat and quietly began writing letters to his constituents explaining why the tariff had been raised on tunics and lowered on togas.

It was doubtful if the noble Roman senator knew that he was making progress. His enemies said he didn't care. Anyhow, the senator's repeated morning stunt was noted by the country papers back home; it made good reading, and his constituents kept sending him back year after year with increased majorities; so the senator kept up the practice of worrying the Speaker and the rest of his colleagues by rising each morning and bawling out that "Carthage ought to be destroyed."

For thirty years, more or less, the senator kept at it. Then something happened. A person named Scipio Africanus overheard the senator's morning remark. Now, S. A. saw in it a chance to go to Africa at the expense of the government, so he joined Senator Cato in the movement, and, being powerful in influence, got the bill through. You all know the rest—how Hannibal met Scipio in mighty battle; how the former got "his," good and plenty, and how in the end Carthage really was destroyed.

It pays to keep at a thing.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- J Robinson, with Wanamaker, c, g, Philadelphia. Broadway and 10th street.
- Jas Hogan, with Gamble, Desmond & Co, hf, s, t, c, New Haven. 65 Bleeker.
- W B Montgomery, with Lippincott & Co, hf, Wilmington, Del. Continental.
- D Saunders, with Siegel-Cooper Co, c, l, Chicago. 6th ave and 20th street.
- R Illsley, with Barnard, Sumner & Putnam Co, c, Worcester, Mass. 75 Spring.
- Mrs J C Nourse, with Woodward & Lothrop, s, Washington. 438 Broadway.
- C E Griffith, with Montgomery, Ward & Co, hf, Chicago 43 Leonard.
- W T McDougall, of W T McDougall & Co, c, hf, Hamilton, Canada. 356-W 34th.
- Wm Hawthorne, c, Oshkosh, Wis.
- E A Hinrichs, with Omaha Crockery Co, c, Omaha.
- Mr Hearst, with Moorehouse & Weils, c, hf, Decatur, Ill.
- S Lebolt, with A M Rothschild & Co, s, Chicago. 43 Leonard.
- V M Smith, with Carter Bros. D G Co, hf, Louisville, Ky. 43 Leonard.
- H M Troupe, with Clarke Bros, hf, Scranton Pa. Hoffman House
- W E Brown, of W E Brown Co, hf, Atlanta, Ga. Imperial
- A R Sampson, l, }
S M Averill, g, l, } Jordan-Marsh Co, Boston. 31
H I Belchers, s, } Union Sq.
- G N Everett, with Woodward & Lothrop, hf, Washington. 438 Broadway
- H Westerbeck, with G Bernheimer Bros & Co, Kansas City, Mo. 683 Broadway
- D J Kaufman, with A A Brager, hf, Baltimore. Herald Square
- A F Clough, with Tibbs, Hutchings & Co, hf, Minneapolis. 51 Lenard
- J H Law, c, Asheville, N C.
- L I Tweed, of W I Tweed & Sons, c, Sayre, Pa.
- Geo L Hooley, with Adirondack Hdw Co, c, g, Saranac Lake, N Y.
- J H Snarr, with Spokane D G Co, l, Spokane, Wash. 260 Broadway.

BUSINESS BRIEFS.

The Household Convenience Co. has been incorporated at Buffalo to operate a general department store. Incorporators: C. F. Hopkins, H. A. Johnston, A. O. Carpenter. Capital, \$100,000.

* *

The Ohio Valley Enamel Co., of Pittsburgh, Pa., have incorporated to manufacture, sell and deal in enamel and galvanized wares. Incorporators: Edward H. Hindley, Joseph R. Paull and Alexander J. Barrier, all of Pittsburgh: Capital, \$10,000.

* *

The Oneida Crockery Co. are now well established in their new quarters at West Elm street, Oneida, N. Y. The policy of the concern has been changed to the extent that after January they will discontinue their retail department and devote their entire energies to strictly wholesaling.

* *

Standard crockery and granite ware have been substituted at the North Carolina Soldiers' Home, after many complaints had been received from the public, which did not think it was quite proper that the soldiers should be forced to eat from tinware in an institution that has an annual appropriation of over \$20,000 from the State for upkeep.

* *

The Goldberg-Siegel Co., department store, Trenton, N. J., is celebrating its third anniversary this week. The building is handsomely decorated with flags, palms and bunting. Following its annual custom, Tuesday and Wednesday were known as Hospital Days, when the firm distributed five per cent of its sales among the charitable institutions in the city.

AFTER TENNYSON—A LONG WAY.

BREAK, break, break !
From those horrible sounds let me flee !
And I would that my tongue dared utter
The thoughts that arise in me.

Oh, well for the servant girl
That she weighs two hundred pounds,
For my brain is in a maddening whirl
When I hear those smashing sounds.

Wedgwood and Royal Worcester,
Cut glass and china galore,
Have each joined the heap—expensive and cheap—
In the ash barrel down by the door.

Still the servant girl sails on,
Eternally calm and serene,
Bearing in fragments at early dawn
My beautiful soup tureen.

Break, break, break,
Like the surf on thy stones, O sea!
But the vanished china the ashman takes
Will never come back to me.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

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TEL. 3231 CORT.

MECHANICAL DEPT.,
TEL. 6724 CORT.

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United States.....	\$2.00
Canada.....	3.00
All other foreign countries in the postal union.....	4.50
Single copies.....	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 27, 1910.

THE FACTORS OF SUCCESS.

IT is a common thing to hear men ascribe to luck some acquaintance's change of position for the better. As a matter of fact, luck plays but a small part in business success. The man who has sufficient strength of mind to keep hard at his chosen profession—who is a persevering, persistent worker, equipped with determination and grit—is the one who will rise above the ordinary run. It would be impossible to force him to fill a minor position for any length of time.

Too many men accept defeat when another grain of gumption would have turned the battle in their favor. What a man needs to succeed in business is the commonplace capacity to buckle down to hard work and stick to it. Where this requisite does not exist it should be cultivated. Many a successful man has been on the ragged edge, but by sheer grit and never losing hope has reestablished himself.

To win out in any business enthusiasm is necessary, and in none more so than the crockery and glass trade. The first requisite to obtaining it is thoroughly to believe in one's goods. Enthusiasm is then inevitable.

WOE TO THE LATE BUYER!

SALESMEN are reporting to their houses that there is a tendency among a number of buyers to hold their orders for holiday goods until later on; and when warned as to the possible contingency of finding the market bare, have replied: "I have always found plenty of goods late in the season."

There have been plenty of goods late in the season

for the past few years. But this is 1910. What assurance is there that plenty can be obtained late this year? As a matter of fact, everything points to a contrary condition. Importers have noted that dealers have been buying closely. The natural course of the stock houses is to follow this lead and carry less stock. What, then, will be the fate of the hundreds of buyers who flock to the market in November?

With few exceptions the domestic glass factories and potteries are sold up to January 1, and have called or will call their salesmen in from the road. The only hope for late buyers lies in the importing stock houses with their rapidly-diminishing stocks.

A summing up of the situation makes it appear that late buyers are going to find the market depleted, and will, as a consequence, lose a considerable portion of their holiday trade. The buyer who gets what he wants in time for the holidays must act quickly.

PERSONAL.

THE head of Vantine's large interests in Japan, A. L. Rock, who is now here on his regular annual trip, is peculiarly fitted for his position by reason of the fact that he possesses that desirable quality necessary in dealing with the Japanese—a magnetic personality which causes him to be liked on sight. He talks their language fluently, and is a keen, conscientious business man of the most modern type. He intends to stay here until after New Year's, when he will embark to spend another year in the Land of Flowers.



C. Hauser, of the Bawo & Dotter traveling staff, came in Tuesday from a two months' tour through the Middle West. Louis Koch left headquarters last Friday, heading for Cleveland and points West.



A. J. Fondeville, of Fondeville & Van Iderstine, sailed for England last Saturday. He will visit the French factory before his return, which is scheduled to be about the first of December.



O. S. Alterholt, manager of the Luzerne Cut Glass Co., Pittston, Pa., was in the city this week.



Jos. A. Knox, president of the U. S. Glass Co., and M. G. Bryce, commercial manager, reached New York Wednesday on a tour of the Eastern branches of the company.



The wedding of Miss Anna Hall Fisk, daughter of the late Pliny Fisk, and William E. Green, who is associated with the Cook Pottery Co., took place at the home of the bride in Trenton, N. J., on Tuesday

afternoon. After the ceremony Mr. and Mrs. Green left for California, where they will spend the winter.



Mr. Otero, of Otero & Sobrino, crockery and glass jobbers of Ponce, Porto Rico, is in the District this week on his semi-annual trip.



Henry H. Windhorst, who for twelve and a half years has been buyer for Lyons & Chabot, Third ave. and 150th street, has severed his connection with that firm. Until his successor is appointed Mr. McGraw will look after things. Mr. Windhorst has engaged as traveling salesman with Cox & Lafferty.



Willard G. Lockwood has been appointed assistant china buyer at the Siegel-Cooper Co.'s New York store. Mr. Lockwood has been for six years crockery, glass and housefurnishings buyer for Hills, McLean & Haskins, Binghamton, N. Y.



The example of a clean cut, enterprising man who wins success through close application to work and sincerity of motive is always worth recording. Morris Appel will celebrate next week his twenty-five years' connection with L. Straus & Sons. He has worked his way steadily upward until at the present time he is in charge of the business office. His unfailing loyalty to the concern, together with a capacity for detail and ability to assume the initiative when required, have earned his promotion to his present responsible position. The JOURNAL heartily congratulates him.



Adolphe Paroutaud, the Limoges china manufacturer, sails for France next week.



Alfred G. Moment, representing M. Redon, left Monday on an extended trip through the West.



Wm. Junor, who conducts a crockery and glass store in Toronto, Can., arrived in the District last week after a stop-over in Boston.



Jos. Cristosi, the Italian marble importer, is quite ill with dropsy.



Chas. H. Taylor, of the Jewel Cut Glass Co., surprised his friends in the District by appearing at his headquarters on Wednesday. While he has not fully regained his strength, he looks very well, considering the serious operation which he underwent a few weeks ago.



Frank S. Warren returned last Thursday from his initial trip on the road with Maddock & Miller's new Royal Worcester line. These goods are for jewelers

and dealers in high grade china, and while the trip was an introductory one it was very satisfactory from a business standpoint.



Geo. L. Hooley, with the Adirondack Hardware Co., Saranac Lake, N. Y., was a buyer in New York this week. He said business had been good up in his region, the cold and snow having stimulated buying. He found it much warmer in New York than at home.

OBITUARY.

JOHN A. O'NEILL, one of the oldest and best known potters in Trenton, N. J., died at his home in that city Oct. 19, at the age of sixty, after an illness of only a few days from pneumonia. He had been employed by the Maddock Pottery for twenty-five years.

E. Morgan Brookfield, of the Brookfield Glass Co., No. 2 Rector street, this city, who was struck by a street car near his summer home in Catskill on October 12, died on Tuesday night in a hospital at Kingston of injuries to the spine.

News came last Saturday of the death of Thomas Copestick, who died suddenly while at work in a pottery at St. John's, Canada. He formerly worked in a number of Trenton potteries, and was well known in that city.

Joseph S. M'Kell, senior member of the old-established firm of M'Kell & Co., china and glass merchants, Chillicothe, Ohio, whose death occurred recently, was one of the most prominent merchants in his locality. The deceased was an old subscriber to the CROCKERY AND GLASS JOURNAL, and was a typical example of the self made merchant who, keeping constantly abreast of the times, built up a business to be proud of. His many friends in the trade feel his loss keenly.

The body of Joseph Nelson, a Trenton potter, was found in Greenwood Cemetery, Trenton, early last Sunday morning by four young men who were walking through the grave-yard. An empty vial which had contained carbolic acid found close by the body told the story of how Nelson had met his death.

Frank F. Boyd, traveling salesman for F. W. Miller & Co., wholesale crockery dealers, Boston, died suddenly last week at Northfield, Mass., while on a trip for the firm. Entering a customer's store, he placed his grip on the floor, sat on a chair, and died instantly. He was sixty years of age and one of the most widely-known and popular of crockery men. He was with the Miller company for eleven years, prior to that being in the employ of Norcross & Miller and Morry & Smith. Mr. Boyd also handled the goods of the Peoria China Co. Funeral services were held

from his home at Manchester, N. H., and were largely attended. A few days prior to the demise of Mr. Boyd, Martin B. Lane, the other traveling man for F. W. Miller & Co., was found dead in bed, having passed away during the night. Mr. Lane was eighty years of age.

GIVES \$59,800 ON BIRTHDAY.

DECIDING not to wait until the time of his death to make certain bequests to charity which he had incorporated in his will, drawn some years ago, Louis I. Aaron, president of the Homer Laughlin China Co., East Liverpool, celebrated his seventieth birthday Oct. 22 by giving away a total of \$59,800.

"It's nothing to make a fuss about," said Mr. Aaron, who was most reluctant about discussing his benefactions. "I just got to thinking that I would enjoy seeing some good done with my money while I was alive. The flowers that you pick while you are living are a whole lot sweeter than the kind they put on your grave. The more I thought about the matter the more inclined I became to lighten the work of my executors. There's no use, anyway, of putting on the shoulders of someone else the tasks that you are much better qualified to do yourself."

The list of benefactions was as follows: Hebrew Union College, Cincinnati, O., \$5,000; J. M. Gusky Orphanage and Home, Pittsburgh, \$5,000; United Hebrew Relief Association, \$2,000, this gift to be supplemented by a later gift of \$3,000; National Farm School, Doylestown, Pa., \$1,500; Jewish Home for Aged People, Pittsburgh, \$1,000; Irene Kaufman Settlement, Pittsburgh, \$1,000; National Jewish Hospital for Consumptives, Denver, Col., \$1,000; Jewish Consumptive Relief Association, Denver, Col., \$1,000; Tuberculosis League of Pittsburgh, \$1,000; Pittsburgh House of Shelter, \$500; East Liverpool Hospital, East Liverpool, O., \$500. The sum of \$4,300 is given to local non-sectarian institutions, including all the hospitals of Pittsburgh. In addition to the above amounts, Mr. Aaron gives the sum of \$33,500 to beneficiaries and institutions in Germany, his fatherland.

GERMAN TOYS.

IN contrast to former years, the summer months of 1910 were an active period for the German toy industry. The growth of the outdoor movement and an increasing indulgence in all forms of athletics and recreation has given a great impetus to this industry, which was formerly confined to the production of toys and indoor games. The enthusiasm for aeronautics and aviation, which still continues general in Germany, gave the manufacturers a welcome opportunity of deluging the home and foreign market with appro-

priate articles. The German toy manufacturer bases his policy on the assumption that his juvenile customers demand the "very latest" in the toy line, and he is generally first in the field with all kinds of novelties.

A large number of the population of Germany is employed in this business, particularly in the Erzgebirge and Thuringian districts. The total amount of the turnover in 1907 was \$20,000,000, this being the record year so far as the industry under consideration is concerned. But the volume of trade in the present year bids fair to equal if not to surpass that of 1907, owing chiefly to the large exports to the United States, which have thus far constituted 37 per cent of the entire German toy export trade for 1910.

"FROM FACTORY TO CONSUMER."

NEW YORK, October 25, 1910.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: A retail merchant was complaining about the wholesalers getting trade away from him through their magazine ads. "The retailers have only themselves to blame," I told him. "They keep their buyers from purchasing articles that are ready sellers by their continual instructions to keep stocks low and buy only articles that are for special order, etc. As a result the buyers often miss chances by failing to look over the various lines. The wholesale merchant do his volume of business, sell his excess stock at a fair profit, and so he advertises."

The gains made through honest and clever advertising prove that the out-of-town customer is up to the times and refuses to wait for anything. Her experience in the department store of late years has been that too much of her time has been wasted in reading the nicely-worded letters ending: "Regret our inability to furnish, but will forward the article later" (too low stock), and with a determination never to send there again she turns to the alluring ad. suggestive of money saved by buying direct from factory. Her troubles are ended, for she will get her goods from the house that has the stock.

Keep up with the times, you retailers who feel that you have a grouch! Let your buyer take a day or two to look over the many good lines that he has never seen because he did not dare ask you for permission to run down town and look them over. Don't think because last year you spent a certain amount that this year you must spend no more. Remember, you lost sales last year because you let your stock run too low. The poor impression given by continually taking a customer's order to supply later hurts your reputation. It is not fair to your customer, your buyer, or yourself.

If not, you will surely lose trade; and while you are thinking what has become of such and such a customer who used to buy so much, she is showing her faith in the ad. she has read by sending on her order with cash to pay.

While some merchandise men are asking their buyers why they want to order pink this year when they ordered green last year, how many they will sell, how many will be left over, etc., the man of the liberal policy has closed the deal. While the one is still thinking of boarding the local to look things over the other has taken the aeroplane and advertised his purchases.

A SUBSCRIBER.

Among the Potteries

East and West

East Liverpool and Vicinity. Practically every pottery manufacturer in the district has started to select treatments for 1911. The

"decal" people have been liberal in supplying samples, and these trials are going through the kilns. Borders will predominate on the best grades of dinner ware, while the cheaper lines will have the floral and sprig treatments. Some very tasteful Persian effects will be available on plaques and specialties, while new treatments are being arranged for novelties and children's sets.

* *

An exceptionally strong line of treatments will be shown on dinner ware by the Homer Laughlin China Co. In the decorating department Sterling Carson has been working steadily making selections for the new season's offering, and buyers may rest assured that his labors will result to their advantage. Besides the exclusive offerings in dinner lines, this concern will also have a most elaborate showing of salads, the treatments of which will also be exclusive in many instances.

* *

Orders for thousand lots of calendar plaques have been the rule with the Trenle China Co., which is doing an excellent business on this specialty. One dealer recently placed an order for 5,000. Sales Manager Howard Blake announces the appointment of two new representatives: James Starr, 102 Pearl street, Boston, and George E. Orr, 209 State street, Chicago. Full lines will hereafter be displayed by both.

* *

One of the latest additions to the underglaze blue treatments on dinner ware and specialties by the Cartwright Bros. Pottery Co. is a chocolate set, which is having a remarkable run.

* *

T. A. McNicol has returned from a Western trip in the interest of the Potters' Co-Operative Co.

* *

More plain shapes will be shown in January by domestic manufacturers than ever before. The Tritt China Co., of Niles, O., the Harker Pottery Co., the W. S. George Pottery Co., of East Palestine, O., the Cannonsburg (Pa.) Pottery Co., and the Homer

Laughlin China Co. will each have a new shape, and the treatments will be of a higher character than ever before shown in this district.

* *

In vitreous hotel china the Shenango Pottery Co., of New Castle, have succeeded in creating a body and glaze that are conceded by buyers to be remarkable for their translucency. Underglaze decorations in a variety of colors are also being featured by this firm for the first time, the treatments for the new year's trade being very elaborate. Border patterns predominate. Three thicknesses are being produced, the line being the longest this season ever shown by the Shenango.

* *

Frank I. Simmers has departed on a Western trip in the interest of the Hall China Co. He will be out a fortnight or more.

*

The new St. Regis cover dish of the Smith-Phillips China Co., shown for the first time this week, is a fine creation. The body is excellent, being thoroughly translucent.

* *

The new catalogue of the National China Co. has made a hit with the trade. Edited by General Sales Manager Samuel B. Larkin, the copy was boiled down and blue-pencilled until only that was left which was of the greatest value and information to buyers. By means of the tables buyers can figure almost to the pound what their freight bills will amount to before they receive their pottery invoices or bills of landing. The issue is proving of great benefit to jobbers.

* *

H. E. O'Brien, of Chicago, has been here arranging to represent local lines in that territory. Among others the lines of the Cartwright Bros. Pottery Co. will be displayed in full.

* *

When some time ago the gas companies sent in bills to the potters for "extra pressure" the latter sent checks with the amount deducted. Now the gas companies have come back with the announcement that these checks have been applied "on account," and that unless the "extra pressure" charge is paid no discount will be allowed on any bills hereafter.

There the matter rests—for the present. The potters are standing pat, and it would not take much to cause some to throw gas out entirely, and use coal for fuel.



That the outlook for future business is bright is evident from the fact that extensive improvements are being made to several plants. The Trenton Fire Clay and Porcelain Co. is building an addition to its kiln shed and will add another kiln, and the National Porcelain Co. is rebuilding two kilns and erecting a third.



The works of the Lambertville Pottery Co. are running at full capacity, every bench being occupied. The strike at that plant may therefore be considered at an end. Most of the strikers have left Lambertville and are now employed at various shops in this city.



John A. Campbell, president of the Trenton Potteries Co., was last Friday elected second vice-president of the New Jersey Library Association. The office is strictly an honorary one and is tendered to library workers who have served ten consecutive years as members of library commissions. Mr. Campbell is president of the Free Public Library Commission of this city.



The Cannonsburg Pottery Co. Cannonsburg, Pa. has arranged for the erection of two additional decorating kilns. The brick-work will soon be completed on its new six-kiln plant, and it is possible this will be ready for operation early in January.



The potteries here are busier now than for several seasons. The Roseville Art Pottery Co. is very active, and the S. A. Weller plant is having the greatest sales this season in its history. The Weller lines are now being exported extensively.



The plant of the Schmid Art Pottery Co., which was partially destroyed by fire several months ago, has been rebuilt

THE MEN WHO SUCCEED.

SOME men are afraid of responsibility, some men welcome it; either sort of man may be good and useful or bad and harmful, according to his special development. There are timid men who need somebody always to lean upon, but who under guidance are faithful and effective workers; and then there are men afraid of responsibility who are always irresolute and ineffective, who never can be prodded into anything but the dullest of dull routine work, and who

must always stay down close to the ground. These are men of small account.

Then among men not afraid to take responsibility you find some who are too cocksure about it, ready to settle any question that comes up to them right off the bat, big or little, going ahead jauntily, slapdash; not a soft of man to have at a responsible post.

Also you have the man not afraid who thrives on responsibility and enjoys the increase of power, but who is cool and clear-headed, a man of keen and true discernment who knows instinctively and logically what is the right thing to do and who then fearlessly goes ahead and does it, a man of brains and courage. This is a rare combination, and the man who possesses it is to be congratulated.

For the man not afraid to take the responsibility, who has also the downright ability to make good, we cotton to—and this sort of a man most of us are willing to follow and obey. He can have what he wants in this world, and if he should want then he can have the biggest pair of wings in the world to come.

Always remember, if you expect to get anywhere, don't be afraid to assume the responsibility. But really to get on you want to mix your courage with brains, and that's the secret of success.—*Commoner and Glassworker.*

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Oct. 8, '10	Correspond- ing period 1909	Exports Jan. 1 to Oct. 8, '10	Correspond ing period 1909
Boston	78	46	5925	5228
New York	229	155	6878	4896
Baltimore	293	554	11401	14343
Philadelphia. ...	174	37	4717	3383
New Orleans.....	61	....	1793	1940
Newport News..	....	39	204	1078
San Francisco ..	....	43	93	236
Portland (Me.)..	....	...	1029	1885
Galveston .....	....	50	1301	1256
Portland (Or.)..	....	..	10	95
Inland Points ..	....	39	1430	1044
Total	835	963	34781	35

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Oct. 8, '10	Correspond- ing period 1909	Exports Jan. 1 to Oct. 8, '10	Correspond ing period 1909
New York	162	155	7363	6388
Boston	78	45	567	4900
Philadelphia.	53	37	4466	3733
Baltimore	303	554	14171	15013
San Francisco ..	....	....	244	193
New Orleans. ...	....	....	2064	2570
Portland (Me.)..	....	....	1943	1943
Galveston .....	....	50	1388	1239
Newport News ..	....	39	971	1078
Portland (Or.)..	....	...	55	55
Inland Points	....	82	942	1149
Total	596	962	39280	38261

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Manufacturers of general glassware are much pleased with the condition of the market, which is firmer now than for years. It is noticeable that they are not booking any business these days for 1911 delivery. "We want to wait to see how the market is drifting," said one. No authoritative statement can be secured from manufacturers as to whether there will be additional advances in January, but there is reason for believing that the low prices which prevailed last year will "come again no more." If buyers could get their merchandise men to order liberally immediately, and specify delivery for December, it might prove a profitable move for the "house."

So extensive has been the business on common jellies that some of the factories have been unable to take all the orders offered them, and others have been behind on shipments all season.

S. A. Bryce, superintendent of the Glassport factory of the United States Glass Co., and A. M. Smith, manager of the decorating department of Factory D of the same company, spent a few days in East Liverpool last week among the supply dealers.

The Monongah Glass Co. has appointed Robert Kearns its Pittsburgh representative—a position formerly held by T. R. Crock, who is now representing the Jefferson Glass Co.

The furnaces of the Ripley Glass Co. were dried out this week, and raw materials for the batches are being received. Orders have started to come in, and applications from workmen are many. Glassmaking will start within a few weeks now.

A special meeting of the board of directors of the Western Glass and Pottery Association will be held next week to hear reports upon the arrangements for the January banquet, which will be given the night of January 5 at the Ft. Pitt Hotel.

Inquiries are being made as to the whereabouts of Frank A. Rust, who had headquarters in Pittsburgh

for many years as a manufacturers' representative of pottery and glass. Last December Mr. Rust completely dropped from view. It was reported that he went to Virginia from here, but no one seems to know positively.

The Jefferson Glass Co. is showing an addition to the Chippendale line in the form of a cigar ash tray that is a decided novelty.

Manufacturers are not saying much about the new goods to be shown in January, but it is believed that some striking novelties will be shown at that time.

The new sanitary jar line of the United States Glass Co. is proving to be one of the best utility specialties ever presented by this company. An illustrated sheet showing the full line is now ready for the trade. The jars range in sizes from one quart to two gallons. A feature in shipping these jars is that they can be nested, thus saving the buyer considerable package charges.

Lamp manufacturers are reporting large sales, although of course there is not the lamp trade there was a decade ago. On portables and electroliers there is also an excellent business.

The New Method Art Glass Co. is preparing to remove to its new location near Butler and Fifty-seventh streets, where larger quarters will be occupied and the manufacturing capacity increased. A new kind of Lehr has been created for the concern by the H. L. Dixon Co., and is being now installed.

Foundations for the furnaces of the new plant of the United States Glass Co. at Glassport, Pa., have been started, and it is planned to hurry construction in order to have the factory in operation not later than January.

The Pittsburgh Lamp, Brass and Glass Co. has introduced a distinct novelty in the form of a desk or piano lamp which can be used in a dozen or more ways. The electric bulb is on an S-shaped arm, and this can be adjusted any length or position desired by the user.

A weight on the opposite end of the arm regulates the height. Those who have used it declare it to be one of the most convenient lights so far placed on the market



Kokomo, Ind. The D. C. Jenkins Glass Co. is making a new line of whiskey jugs ranging in size from half-pint to one gallon. It is said that David Jenkins, head of the concern, is a candidate for State Senator at the November election on the republican ticket.



Rochester, Pa. The Rochester Cut Glass Co. is having a record business this fall, orders being the heaviest ever experienced. A call has been sent out for more cutters, in order that every frame in the factory can be worked. From six to ten new cuttings on tumblers will be shown by this factory during the January exhibit in Pittsburgh.



Lancaster, O. Heavy improvements are under way at the plant of the Hocking Glass Co. A seven-ring continuous tank was built this year, and also a new office building. A gas producer is now under construction, and also an additional continuous tank for the manufacturing of opal glass. An extensive line of novelties will be shown by this factory in January.



Morgantown, W. Va. Work has been started upon the erection of the new plant of the Crystal Glass Co. Some old buildings on the site of the old factory will be used as part of the plant. No time has been set for the starting of operations.



Follansbee, W. Va. The Jefferson Glass Co. have added very many new designs to their glass line—among them some beautiful rock crystal effects on the “Chippendale” ware. They are also putting out a new line called the “Corona,” which has the effect of marble. This ware is made in flower vases, both for long and short stem flowers. It is very effective, and the near approach to marble is wonderful. It will undoubtedly meet with a large sale.

WHEN BRONZE IS DINGY.

WHEN your bronze ornaments or vases have acquired a dusty, dingy look, go over them first with a soft, clean cloth to remove all dust, then wipe with a cloth moistened with olive oil. Go into each crack, using an orangewood-stick if necessary. Later rub dry and polish with soft silk or chamois.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending October 25, 1910.

ANTWERP		
171	packages glassware.....	B Gunthel
19	“ “	L Straus & Sons
103	“ “	Miscellaneous Orders
34	“ earthenware	G F Bassett & Co
5	“ “	C J Dierckx
69	“ “	Bawo & Dotter
36	“ “	Koscherak Bros
7	“ “	L D Bloch & Co
50	“ “	Miscellaneous Orders
99	“ chinaware.....	Theodore Haviland & Co
1	“ “	H Kupper
21	“ “	Vogt & Dose
18	“ “	Miscellaneous Orders
220	“ toys.....	B Ilfelder
114	“ “	C B Rouss
1	“ “	L H Mace & Co
72	“ “	F W Woolworth & Co
23	“ “	Strobel & Wilken Co
382	“ “	Miscellaneous Orders

BREMEN		
4	packages glassware.....	L Straus & Sons
34	“ “	Eimer & Amend
5	“ “	Samstag & Hilder Bros
34	“ “	Geo Borgfeldt & Co
116	“ “	Strobel & Wilken Co
178	“ “	Miscellaneous Orders
8	“ chinaware.....	C E Wheelock & Co
120	“ earthenware.....	Geo Borgfeldt & Co
23	“ “	F W Woolworth
63	“ “	Froeber & Vollrath
78	“ “	Strobel & Wilken Co
96	“ “	Miscellaneous Orders
411	“ toys.....	Geo Borgfeldt & Co
230	“ “	F W Woolworth
24	“ “	Bawo & Dotter
2	“ “	F A O Schwartz
15	“ “	A Steinhardt & Bros
271	“ “	Strobel & Wilken Co
352	“ “	Miscellaneous Orders

LIVERPOOL		
8	packages earthenware.....	The Rowland & Marsellus Co
32	“ “	G F Bassett & Co
12	“ “	F W Jenkins & Co
8	“ “	O Goetz
8	“ “	Maddock & Miller
24	“ “	Meakin & Ridgway
16	“ “	R Slimmon & Co
20	“ “	F W Woolworth
11	“ “	E Boote
44	“ “	W S Pitcairn
6	“ “	Ed Butler
23	“ “	H C Edmiston
8	“ “	Fondeville & Van Iderstine
21	“ “	Froeber & Vollrath
6	“ “	Strobel & Wilken Co
67	“ “	Miscellaneous Orders
34	“ chinaware.....	C E Wheelock & Co
5	“ glassware.....	Lazarus & Rosenfeld
2	“ “	Miscellaneous Orders
15	“ toys....	Strobel & Wilken Co

SOUTHAMPTON		
8	packages chinaware.....	Bawo & Dotter
16	“ “	H Creange
10	“ “	L D Bloch & Co
29	“ “	C L Dwenger
1	“ “	Geo Borgfeldt & Co
68	“ “	Miscellaneous Orders

HAMBURG

90 packages glassware	Fensterer & Ruhe
53 " "	H Kupper
68 " "	O O Friedlander
92 " "	Eimer & Amend
5 " "	Froeber & Vollrath
1 " "	F Bing & Co
51 " "	Knauth, Nachod & Kuhne
24 " "	F Euler & Co
4 " "	N Wapler
17 " "	Bawo & Dotter
95 " "	W R Noe & Sons
58 " "	L Straus & Sons
149 " "	Geo Borgfeldt & Co
59 " "	Strobel & Wilken Co
300 " "	Miscellaneous Orders
122 " chinaware	C E Wheelock & Co
1 " earthenware	Geo Borgfeldt & Co
23 " "	Koscherak Bros
74 " "	Lazarus & Rosenfeld
2 " "	N Wapler
3 " "	E R Thieler
59 " "	Bawo & Dotter
19 " "	L Straus & Sons
46 " "	H Kupper
2 " "	J Palme
24 " "	J Wygand & Co
65 " "	L D Bloch & Co
118 " "	F W Woolworth
49 " "	Strobel & Wilken Co
354 " "	Miscellaneous Orders
224 " toys	B Illfelder & Co
4 " "	C B R uss
9 " "	G W Travers
29 " "	Samstag & Hilder Bros
88 " "	Geo Borgfeldt & Co
18 " "	Knauth, Nachod & Kuhne
162 " "	Strobel & Wilken Co
306 " "	Miscellaneous Orders

COPENHAGEN

127 packages toys	Geo Borgfeldt & Co
3 " "	Miscellaneous Orders
58 " earthenware	Geo Borgfeldt & Co

LONDON

81 packages toys	Strobel & Wilken Co
14 " "	Geo Borgfeldt & Co
8 " "	Miscellaneous Orders

ROTTERDAM

252 packages earthenware	Geo Borgfeldt & Co
44 " "	L Straus & Sons
60 " "	Bawo & Dotter
29 " "	Miscellaneous Orders
54 " glassware	Bawo & Dotter
16 " "	Graham & Zenger
58 " toys	Samstag & Hilder Bros
94 " "	B Illfelder & Co
20 " "	F A O Schwartz
193 " "	Miscellaneous Orders

FIUME

11 packages glassware	J Palme
33 " "	F W Woolworth
18 " "	Bawo & Dotter

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

51 packages earthenware	Jones, McDuffee & Stratton Co
14 " "	Mitchell, Woodbury Co
4 " "	Rowland & Marsellus Co
1 " "	Jordan Marsh Co
17 " "	E Boote
4 " "	Houghton & Dutton
35 " "	Miscellaneous Orders

HAMBURG

15 packages earthenware	Jones, McDuffee & Stratton Co
62 " "	L Wolf & Co
1 " "	W N Proctor & Co
6 " "	E A Runnells & Co
18 " "	L E Knott Apparatus Co
13 " "	Bigelow Kennard & Co
108 " "	Geo Borgfeldt & Co
3 " "	American Express Co
45 " "	Ocean Transit Co
1 " "	Patterson Wyld & Co
1 " "	Samstag & Hilder Bros
5 " "	Jordan Marsh Co
3 " "	Walter Kimball & Co
83 " "	J B Moore & Co
114 " "	Natchal Despatch Co
62 " "	Miscellaneous Orders

Continued on page 24

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

AN AIR cut glass salesman wanted January 1, 1911, for choice western territory. Our line is popular-priced and well-established. Replies considered confidential. Address LAUREL CUT GLASS CO., Jermyn, Pa.

SALESMAN WANTED—First-class cut glass salesman, in Southern territory. Old-established line, and best in country. Answers will be treated confidentially. Address "J," this office.

WANTED—Salesman thoroughly familiar with handling leaded art glass shades and domes. Must be a hustler and have a successful record. Excellent opportunity for the right man. Call or address COX & LAFFERTY, 32-36 Park Place, New York.

SITUATIONS WANTED.

WANTED—Position as traveling representative by a high-class man of years' experience and standing with the best houses of the country in glass or kindred lines, particularly cut glass. After January 1, 1911. Address Box 732, this office.

BUSINESS OPPORTUNITIES.

A SALESMAN, well-known in the Middle West, wants a good cut glass, china or blown glass line for 1911. Would take any territory. Address L W B, this office.

ORIENTAL GLASS CO.,

MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby Mat and Gold, Crystal Mat and Gold.

COLORED CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works:

PITTSBURGH, PA., U. S. A.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Tariff Bureau, Leetonia, Ohio.

GLASGOW

4 packages earthenware.....Walter Kimball & Co

ANTWERP

37 packages earthenware.....Jones, McDuffee & Stratton Co
 5 " "Mitchell Woodbury & Co
 71 " " Geo Borgfeldt & Co
 2 " " Houghton & Dutton
 4 " " Miscellaneous Orders

COPENHAGEN

1 package earthenware..... Geo Borgfeldt & Co

METAL TRADES STRIKE GROWS.

THE metal spinners and machinists in a great many of the local shops struck on Monday in sympathy with the general strike of the metal polishers, who are out to enforce a demand for higher wages and a uniform agreement. Although twelve individual firms have acceded so far, none of the associated employers has agreed to the demands. Instead, they are rapidly filling the strikers' places. The real fight is not over an advance in wages, but for a closed shop. Edward F. Caldwell, president of the Lighting Fixture Manufacturers' Association, stated to a representative of the JOURNAL that the manufacturers will have no difficulty in securing workmen. In substantiation of this, every manufacturer who is a member of the Association is running his shop, if not with a full force, at least with enough men for the time.

I AM TALKING TO YOU!

There is no reason why I should tell you a lot about *Modern Stained Glass* (patented) now.

For, as a subscriber, I presume you have read my ads. Do you think for one minute I do not mean what I have and will always tell you is so?

I AM VERY POSITIVELY CERTAIN I TELL YOU THE TRUTH.

You may have other opinions. Time, though, will change these around to my line of thinking about *Modern Stained Glass* (patented).

I tell you again: You buy *Modern Stained Glass* (patented); your sales are easy; your profits are quick.

SEND FOR BOOKLET C. J.

EDWARD O. COLES, General Sales Agent.

J. MORGAN & SONS,

61 East Ninth Street, (near Broadway) New York City.

No. 3—on

Vantine's
 Import Lines.

A White Bone China Body that is perfection.
 New shapes, colorings and designs in
 remarkably variety.

Our first two ads. were on *KINRA* because we are so tremendously enthusiastic about it—and with reason.

But this is no excuse for neglecting our general Import line, which is so comprehensive as to embrace a selection from the cheapest to the very best Japan produces.

Certainly in this line you can make a selection that *exactly* fills your requirements.

The Samples Now Invite
 Your Inspection.

A. A. Vantine & Co., Importers from
 Japan and China,

12 East Eighteenth St., New York.



NEW YORK, NOV. 3, 1910.

THE CONDITION OF BUSINESS.

Buyers are few and far between, and **New York.** those who have been in the District during the past week have kept down their purchases as much as possible. It looks very much as though there will be a scramble in a few weeks to get goods for the holiday shoppers.

There is quite a lot of complaint because of the small-sized orders placed for spring import. As a matter of fact, a number of houses have been later than usual in their showings for this trade; but it is a question as to whether it would have done any good to have had the new lines on display earlier.

Some of the domestic agents report very good business with the "Ship at once!" proviso.

The fixture houses are still reporting fair business. Trade on the whole, especially in portables, is improving considerably. A number of very good orders were placed last week, and the increase in business which these houses look for at this time seems to be coming along quite satisfactorily.

Buyers for the new five, ten and twenty-five cent syndicates are appearing in the market, and are stocking up quite a bit. The wholesalers of these goods expect to have a banner year. Conditions are favorable for them, for there are many new concerns in the field.

Road reports from the West and Canada are good. There are very few stores in these sections that are troubled by being overstocked, and the knights of the grip when sending in their specifications ask that the goods be rushed.

The strike of the expressmen is hurting our business as well as others. There are few firms here who have not been put to inconvenience and expense on account of it. Where goods have to be shipped at once the employment of independent expressmen is resorted to, and complaint is general regarding the excessive prices charged.

Retail trade is fine, both in this city and in the West. Reports from other sections indicate that where trade is not better it is at least normal. There seems to be quite a run on dinnerware of all qualities in the department stores.

East Liverpool and Vicinity.

A very fair amount of mail orders is being received by the majority of the manufacturing potters in this district. Some plants cannot take care of much more business for delivery this season. A few dealers have requested that orders placed a month ago be held up; but to offset these others have wired to let futures come on at once. All plants are working and doing a good business.

Business is holding up above expectation, **Trenton.** and every plant in the city is receiving its share. Manufacturers report that the sales for October far exceeded those of the corresponding month last year, and were almost equal to September's business this year. Every pottery is running to capacity, and the bulk of business now being booked is for immediate shipment.

Retail demand and reorders have been **Chicago.** quickened by the advent of seasonable weather, and all trade developments indicate a healthy condition. Out-of town purchasers have bought freely, and as their buying is an index to conditions the prospects for the retailers are good all over the country. They all talk confidence. No complaints are made.

There is a good demand for general glassware in this district. **Pittsburgh and Vicinity.** That a shortage of tumblers exists is not denied. Manufacturers are crowded with business on these lines. Table sets are moving very well. Cut glass is active, although the shortage of cutters is holding up shipments of these lines from some factories.

All the potteries here are working to capacity. Business is good on all lines. Some manufacturers are having a strong run on specialties, while others are doing an excellent business on dinner ware. The capacity of the district is being increased by the erection of several new kilns. **East Palestine, O.**

BUSINESS BRIEFS.

A petition in bankruptcy has been filed against the Playmate Toy Mfg. Co. 152 Bleecker street, this city.

A petition in bankruptcy has been filed against Frank Bros., wholesale dealers in toys and stationery, 177 Park Row, this city.

The National Enameling and Manufacturing Co. has been formed at Youngstown, O. William Wilkoff is at the head of the concern.

Fire October 30 damaged the department store of Daniel Hegan Co., Savannah, Ga., to the extent of \$80,000. Partly covered by insurance.

The name of "Lycett Stationers," Baltimore, has been changed, and the concern will hereafter be known under the name of "Lycett" simply, the word "Stationers" being omitted.

The Gas Economy Lighting Co. of Manhattan has been incorporated to deal in lighting fixtures and apparatus with a capital of \$30,000. Incorporators: T. E. Williams, W. D. Gregory, M. B. Bailey.

OBITUARY.

LAURENCE FROEBER, of Froeber & Vollrath, china importers, this city, died suddenly on Saturday, October 29, of heart disease. He was forty-one years old. Mr. Froeber had been in ill health for four or five years with rheumatism, which at times bent him almost double. For a week prior to his death he had been a very sick man, but came to business as usual every day. On Saturday he had an engagement with his wife and three children to do some shopping for the little ones. Half an hour before the time of their arrival he started to go down stairs on an errand. He had hardly entered the elevator before he showed signs of collapse. The operator imme-



LAWRENCE FROEBER.

diately reversed his car, and supported Mr. Froeber into the wareroom. An ambulance was summoned, and the doctor arrived just in time to see him die. Five minutes later his family came into the store.

Lawrence Froeber was born in Sonneberg, Germany, and came to this country in 1888. He held positions with Oscar Goerke and Otto Goetz, and in 1901 with Mr. Zeh started in business under the name of Zeh & Froeber. This was continued until his partner died, when the present firm was organized.

Mr. Froeber was a man of genial temperament, and very highly regarded in the trade. His sudden death comes as a great shock. He was a member of the Crockery Board of Trade and the Pottery, Glass and Brass Salesmen's Association.

The funeral services were held at his residence, 175 Schaeffer street, Brooklyn.

Ira F. Fickes, china and glass dealer, Lancaster, Pa., died suddenly Oct. 26 of acute indigestion. He had gone as usual to his store, and, not feeling well, went out for a walk. He had hardly traveled a block when he fell over dead. He was fifty-one years of age, nearly thirty of which had been spent as a traveling salesman. Retiring two years ago to go into business for himself, he worked up a fine trade in Lancaster and was well esteemed by all who knew him. He leaves a wife and four children.

Walter F. Coxon, son of Jonathan Coxon, one of Trenton's oldest manufacturing potters, died at his home in that city on Thursday after a brief illness. Young Coxon was for a long time employed at the Electric Porcelain plant.

John D. Rapelye died October 30 at his home in the old Vanderveer homestead, 1183 Flatbush avenue, Brooklyn, in his fifty-seventh year. He was a descendant of the Dutch family of that name which settled in Long Island more than two centuries ago. Mr. Rapelye was one of the best known crockery and glass salesmen in the trade, having served with many of the prominent houses in the District, and at the



JOHN D. RAPELYE.

time of his death was engaged with the J. D. Bergen Cut Glass Co. He was a Mason, Odd Fellow, Knight of Pythias, Elk, and belonged to the Pottery, Glass and Brass Salesmen's Association. He is survived by his wife and a daughter. He was of a genial disposition and pleasing address, and his loss will be felt by his friends all over the country.

George E. Kay, a well known china and glass salesman, died October 23 at his residence in Troy,

N. Y. He was taken ill two days before his death with pneumonia. The deceased entered the employ of J. S. Saunders when a young man, and later became connected with Starkweather & Allen, with which concern he remained for seventeen years.

William Kaiser, manufacturer of chimney tops, committed suicide October 22 in his shop in Madison, Wis., by hanging himself.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- A S Hunter, of A S & T Hunter, hf, Utica, N Y.
192 Greene street.
- A S Heller, with A Lisner, s, t, Washington. Hermitage.
- W B Persee, with Bacon, Chappell & Co, t, Syracuse, N Y. 817 Broadway.
- R W Williams, of D J Williams & Bro Co, t, Scranton, Pa. St Denis.
- Mr Goldsmith, c, Mt Pleasant, Pa.
- Mr Foley, of the Foley Crockery Co, c, Fair Haven, Vt.
- H C Lynn, c, Bellefonte, Pa.
- D Kaufman, with Baltimore Mdse Co, hf, Harrisburg, Pa. Victoria.
- E Dolinger, of J Dolinger & Co, hf, c, Louisville, Ky. Hermitage.
- H D Jump, c, Sayre, Pa.
- J A Irwin, c, McConnellsburg, Pa.
- Cushman Co, c, Gouverneur, N Y.
- C E Crosby, with L S Ayres & Co, c, Indianapolis.
31 Union square.
- G W Hoagland, with Wise, Smith & Co, hf, Hartford, Conn. 47 Lispenard
- J W Boston, with "Famous," hf, t, c, St. Louis 4 Washington Pl
- H Wonderlich, with J Samuels & Bros, t, Providence. Herald Square
- C Jennings, of H Jennings & Sons Furniture Co, hf, Portland, Ore. Breslin
- J R Coppin, of J R Coppin & Co, hf, Covington, Ky. Somerset
- Mr Rosenstein, Bradford, Pa.
- D B Cavanaugh, with G B Peck D G Co, s, Kansas City, Mo. 2 Walker
- F G Coover, with Miller & Paine, c, t, Lincoln, Neb.
31 Union Sq
- E M Astwood, c, s, Hamilton, Bermuda.
- W G Lewis, Buffalo
- E C Hart, c, Norwood, Mass.
- E M Beard, with Chandler & Co, hf, Boston. Imperial
- A J Lilburn, with Olds, Wortman & King, t, Portland, Ore. 438 Broadway
- H B Giltner, with Foster, Ross & Co, hf, Denver. Hoffman House.
- S K Frank, of H Frank & Sons, t, Wheeling, W Va. Herald square.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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92 West Broadway, New York.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 3, 1910.

A PUZZLING SITUATION.

BUSINESS conditions are such as to raise a curious question. For a long time importers have complained that they were not selling all the china and glass they should—a statement borne out by the government reports of importations, which show a falling off in the last three years as compared with the three previous ones.

On the other hand, the domestic glass factories and most of the American potteries report large business, although at low prices. (The two previous years they were doing even less business than the importers.)

Jobbers are having a good trade, and the regular retail crockery dealers and many of the large department stores say they are doing well.

How to reconcile the good business of the jobbers and retailers with the falling off noted by the importers is the problem.

Stocks in the stores are undoubtedly light. The majority of dealers, particularly the department stores, have not only low, but poorly-assorted, stocks on hand.

There can be only one solution: The retailers are working off every dollar's worth of stock on hand, thereby further depleting their supply, and are using more domestic goods than ever.

No one has any doubt but that there will be an active demand a little later. When it comes it will probably come with a rush. Then what are those with short stocks going to do for goods?

The quantity of imported wares in the hands of

the wholesalers is very small; the busier glass factories and crowded potteries have no stocks, and the domestic plants that are not rushed have enough business on hand to prevent any accumulation.

PERSONAL.

THE trade in this city had the pleasure of greeting L. B. Martin, of the Lancaster (O.) Glass Co., who was making one of his rare visits here this week. While still only of middle age, Mr. Martin's connection with the business dates back to the days of Hobbs & Bruckunier, the old time glass manufacturers of Wheeling, W. Va. He became president of the Fostoria Glass Co., was for a time managing director of the National Glass Co., and is now the head of a prosperous Central Ohio concern. It is a pity that Lancaster is so far from Broadway.

Miss Hodgins was in town the early part of the week in the interest of I. R. Brayton & Co., Buffalo.

William Murphy, of the sales force of J. Morgan & Sons, was absent from his desk on Wednesday, owing to illness.

Joseph Schmidt is back from his trip to Germany for Louis Wolf & Co., and is very enthusiastic about the china line he has arranged for.

L. Bernardaud, who has been visiting the United States and Canada during the past month, sailed for home Thursday morning on "La Provence."

After a hurried tour of some of our principal cities, Adolph Paroutaud, the Limoges china manufacturer, who only arrived here from Europe two weeks ago, sailed for home Thursday on "La Provence."

E. Dolfinger, of Louisville, Ky., was in New York "for three days only," and was as breezy, bright and entertaining as ever. Next February he will move to a very handsome new store built expressly for him on Fourth street, between Chestnut and Broadway, in that city.

Louis E. Pierson, president of the Irving National Exchange Bank, who recently resigned the presidency of the Bankers' Association, was so efficient in that position that his fellow bankers presented him with a magnificent solid silver combined tea and coffee set as a token of their appreciation. A splendid salver 25 x 18 inches contains a coffee pot with an alcohol lamp attached, tea pot, hot water jug, cream and sugar, and

slop bowl. The service is inscribed: "To Louis E. Pierson, president American Bankers' Association, at Los Angeles, Cal., October 7, 1910." Mr. Pierson is one of the youngest men who has ever held this exalted position, and the testimonial is a great tribute to his ability.



E. W. Schulz, with H. C. Kupper, came home on Monday from a Canadian trip, and reports business exceedingly good.



John Davison honored Philadelphia with a visit of three days this week, leaving headquarters Monday morning.



H. S. Clarke will show the lines of Robt Slimmon & Co. in Pittsburgh Nov. 7 to 9 and in Buffalo on the 10th and 11th.



William H. Brock, who was formerly in charge of the crockery and glassware department of the Robert Simpson Co., of Toronto, is now connected with the T. C. Watkins Co. store in Hamilton, Ont.



C. A. Magin has been placed in charge of the new china and housefurnishing department opened last week by Wilkins Brothers in their Des Moines (Ia.) store



A. Hashagen sailed for Europe Tuesday on the Kaiser Wilhelm II. to be gone until the early part of next year.



F. D. Farrell, of the Blakeman & Henderson selling staff, will complete seventeen years in the crockery business if he holds his job until next Wednesday. He's only a youngster yet, too.



Kennard L. Wedgwood departed last Saturday on a ten day trip to Chicago and other large western cities.



Edward Gibson, city salesman for the Morimura Bros., suffered a severe affliction in the death of his wife, which occurred last week. She had been an invalid for more than two years.



Herman C. Kupper arrived on "La Provence" last Saturday from his annual visit to his European factories.



E. M. Astwood, of Hamilton, Bermuda, was in the District this week buying cut glass, china and silverware.



H. N. Herber, the veteran crockery salesman, who was with Ferdinand Bing & Co.'s Successors

until Oct. 1, is around the district again, having fully recovered from a severe attack of pneumonia.



Edward O. Coles, who has been ill for a few days, is back again at his desk.



Wm. Noble, of the John Davison staff, returned Tuesday from a short trip through New York State.



Chas. Streiff, of Wm. Guerin & Co., returned this week from a very profitable trip to Pittsburgh.



Chr. Clauson-Kaas, the Royal Copenhagen agent, left Saturday for a Western trip.

NEW IMPORTER IN THE CITY.

JOHN BING, a member of the firm of Bing Brothers, Nuremberg, Bavaria, one of the largest toy manufacturing firms in the world, is opening extensive showrooms at 381-3-5 Fourth avenue, this city.

Mr. Bing will also represent the following factories: Louis Linder & Sons, toy manufacturers, Sonneberg; the United Toy Factories, Waltershausen; Koehler & Ebmann, makers of fancy clocks, Laufamholz; WilhRudi; manufacturer of woodenware, Urach; and R. V. Hunersdorff Nachf, manufacturers of butter churns, etc., Stuttgart.

The largest loft in the building where they are located has been secured, and an idea of the showing to be expected can be had when it is stated that over 30,000 articles solely from the Bing factory will be on view.

A New York office for the firm has long been thought of, and is the direct culmination of an investigating trip made six months ago, when John Bing, accompanied by a number of Nuremberg capitalists, made a tour of Canada, returning via New York.

PLANNING BIG THINGS.

THESE are busy days in and around the plant of the W. S. George pottery at East Palestine, O. For several months plans have been maturing to get the mains of the W. S. George Gas Co. into shape. These plans are now perfected, and at the first opportunity the final connections will be made. Carpenters and bricklayers have been busy adding kilns and departments, and by the first of the coming year it is hoped to have this work finished. When completed it will be a fourteen-kiln plant and will rank fifth in size among the potteries of the United States, being exceeded in capacity only by the Homer Laughlin, the K. T. & K., the Chas. Howell Cook and the C.C. Thompson potteries.



AT BOSTON.

WITH but one dissenting voice the opinions this week with all lines were that business was good. Retail trade was excellent. Gas and electric portables had a heavy demand.

New samples have been received by Harry B. Hollis, Boston representative of the Cambridge (O). Glass Co. W. A. Purrington, a widely-known glass man, is now with Mr. Hollis, having finished his maiden trip through Maine and New Hampshire. Owing to limited quarters, Mr. Hollis has given up the Turchin brass line.

Mr. Macbeth, with the E. S. Brown Co., Fall River, Mass., was here buying last week.

The Boston Sample Rooms are going to move from their Summer Street location, the lease expiring December 31. Efforts are now being made to secure another location.

James Hogan, formerly buyer for Denholm, McKay & Co., Worcester, Mass., and now associated with the Gamble-Desmond Co., greeted the trade last week.

The R. A. McWhirr Co. of Fall River are to open a department store at New Bedford, where they plan to have a splendid glass and china department. Up to this writing the buyer has not been engaged.

O. S. Atterholt, general manager of the Luzerne Cut Glass Co., Pittston, Pa., was calling on the Boston jobbers recently.

E. C. Metcalf, of Reading, Mass., spent a day here last week purchasing glass for the holiday trade.

The Jordan Marsh Co. are advertising their china and glass department very heavily; and James J. Hanning, manager, reports an exceedingly good retail business.

Our old friend, Joseph Voyer, of Lewiston, Maine, made a whirlwind tour of the market last week and incidentally left some of the boys very happy.

The buyer of the Hanover (Mass.) Dry Goods Co. was here lately buying goods for the Christmas trade.

George F. Young, general manager of the Roseville Pottery, Zanesville, O., was here a few days ago

in consultation with Charles Martin, their New England representative.

St. John, N. B., was heard from last week in the person of Mr. Warwick, who is operating a fine china and glass store there.

Paul M. Phillips, with the S. A. Weller jardiniere line, Ed. E. Wilgus, for the Buffalo Pottery, and F. O. Shattuck, representing Geo. F. Bassett & Co., have returned from a tour of the southern New England trade.

Geo. A. Granville has returned from a satisfactory Connecticut trip with the Heisey and the Corona cut glass lines.

Joe Pindar, with Chase & Francis, says business is Good with a capital G.

M. A. Fuller, with the Boston office of the Tajimi Co., has returned from his usual trip to New England and New York State. Manager Pingree has rearranged the Boston display. A striking array of white and gold Japanese china greets you when you enter now.

J. S. Dawes, J. F. Hinckley and Geo. Dunklee, now at 102 Pearl street, will remove shortly to 9 Pearl street, where they will occupy rooms 26 and 27. Mr. Dawes represents several glass companies; Mr. Hinckley is the Boston man for the Hall China Co., Co-operative Flint Glass Co., Croxall Pottery Co. and West End Pottery Co.; while Mr. Dunklee is on the Boston end for Cartwright Bros., East Liverpool.

George W. Fuller, the veteran crockery dealer at Salem, Mass., shook hands recently with the wholesalers here. Mr. Fuller is among the successful ones in the crockery business.

Buyer Fisher, of the F. E. Nelson chain of stores, Manchester, N. H., was a visitor lately.

J. H. Cecil Watson, Bigelow, Kennard & Co.'s art department manager, is planning to be in New York about the time this appears. Mr. Watson reports a remarkable business with cut glass and imported china.

H. R. Rosenstein, with Ignaz Strauss & Co., New York, is expected to open his samples here in a few days.

Out-of-town traveling men visiting the Hub included Mr. McKenna, with the Wayne Cut Glass Co.; M. V. Turchin, brass goods, New York; and the representative of the Nelson Cut Glass Co., Brooklyn, N. Y.

The New York Crocery and Glass District.

Morimura Bros.' import line for 1911 is ready for inspection. As usual, this enterprising house has original and striking decorations, exclusive shapes, and a reliable body and glaze. The decorations embrace characteristic Japanese designs as well as European effects. Besides the china they carry bronzes, basket ware, and many small articles which are proven money-makers. Buyers who have not hitherto patronized this firm will find it profitable to inspect their offerings.

In a very simple advertisement elsewhere in this issue the "Dinnerware House of America" says it has teapots to sell. It has, and lots of them—from the cheapest kind of Rockingham, through medium priced, up to the highest grade. The glaze on these pots is as hard and smooth as a piece of polished Carrara marble. They will stand any amount of heat and rough handling without breaking. They may be had plain, decorated, and mounted in silver deposit, and, what is very important, the prices are right.

The practice of giving a lamp for a Christmas or wedding present is an old one, and is in no danger of dying out. The Plume & Atwood Mfg. Co. are offering a lamp that is just the thing—stylish, handsome, and serviceable. It can be had in three finishes—brushed brass, gun metal, or polished brass. The company say that it is not too late to handle orders for holiday trade, but nevertheless urge their customers to send in as early as possible.

At the annual meeting of the L. Straus & Sons Mutual Benefit Association on Saturday last the following officers were elected: president, Leon Sultan; vice-president, Hugo Kaiser; secretary and treasurer, Charles Cohen; directors: Edward Frailey and Henry Witner. This is the tenth year that the president's chair has been filled by Mr. Sultan.

Cox & Lafferty have a pressed handled nappy and bowl made by the Imperial Glass Co., that is astonishing when considered as pressed glassware. Not only is the pattern a real cut glass one, but such attention

has been given to bringing out the angles that it really defies detection unless one takes hold of it. The shades from the New Method Art Glass Co. are also attracting considerable attention. Designs are possible of production which without this new method would be out of the question. The shaded leaves and flowers are very real. One shade in particular—a Japanese dome—shows the difference between this and any other line now in the market.

A small blaze in the shipping room of Geo. F. Bassett & Co. Wednesday afternoon occasioned considerable excitement in the District, but caused little damage beyond scorching some of the books and woodwork. The fire apparatus was on hand before the blaze gained headway, owing to the prompt action of Mr. Littlejohn, of the Bassett firm, who discovered the fire and turned in a "still" alarm.

At Vantine's there has just been placed on display an assortment made up of a general line of tableware, etc., which has been especially produced to meet the needs of the twenty-five cent syndicate stores trade. The line is a very pleasing one and contains much that is novel. The goods are shown at an opportune time, as the the new twenty-five cent syndicates are now very much in evidence in the market. There are styles, shapes and decorations included in the assortments that possess great merit for this class of goods.

Many new samples of English teapots from the well-known factory of R. Sudlow & Sons have just been unpacked by Robert Slimmon & Co. They embrace some beautiful shapes and decors, with stands and trays to match, augmenting what was already a premier line. Orders are now being booked for spring delivery. Three different assortments of decorated teapots are in stock ready for immediate shipment. Buyers may obtain the compositions of these assortments on request

C. B. & J. Warner, New York agents for the Turner & Seymour Mfg Co., are having quite a run

of business on the new No. 5216 plateaux, the latest addition to the T. & S. disk family. The article is made to appeal to the buyer who does not desire a superfluous amount of scroll work in the design. It is plain, but handsome. The surfaces are brightly polished and the mirror is of the first quality. It is fitted with solid ball feet, and has a solid metal back.

On a turkey set from F. Winkle & Co., shown by John Davison, a brilliantly illuminated turkey surrounded by partly-opened roses occupies the centre of the platters and plates. The former range in size from sixteen to twenty-two inches, and the plates are the eight-inch size.

The late buyer of Thanksgiving goods can get immediate shipment from the stocks of Bawo & Dotter. In the housefurnishings department, papier-mache trays, steel jelly and fruit molds, and similar items for which there is always a demand at this season, can still be obtained in time. Prompt shipments can also be made from the stocks carried in the china and glass departments.

The Ceramic Importing Co. has placed on display a number of new import samples in the celebrated "Avance" French china. All the new decors are strikingly distinctive, and give promise of becoming good sellers. The No. 1270 on the Viola shape has a wide band in a beautiful shade of blue, with a coin gold decor somewhat resembling a coat of arms. Another of the new patterns shows dainty groups of roses between two gold bands, and gold festoons in raised paste.

Furnival's new line is meeting with great success through the West. The patterns seem to be just what the trade wants, and the gold-incrusted ware has taken the fancy of almost every dealer to whom George Hamilton, who is now traveling that section, has shown it. Furnival's ware has always held a high place in the esteem of buyers, and this season's productions are better than ever.

AT CHICAGO.

WHILE the jobbers' business has been unusually spotted, the aggregate volume of sales has been large for the week. The jobbers of lighting fixtures seem to be enjoying an unusually good trade. Cut glass lines are also moving well. Country dealers who bought their holiday lines several months ago are now sending in their re-orders, which are large on account of their close buying in the beginning of the season.

The big State street store managers are now hav-

ing their innings. Christmas buying has already begun, and every indication is that the retailers' business will go ahead of last year.

J. F. Stowe & Son are opening a new store at Lincoln, Neb., and both were in the local market buying stock for several days during the week.

George H. Wheelock, of Peoria and South Bend, spent several days during the last week with the trade in Chicago.

Edward M. Mitchell, secretary of the St. Charles Fixture Mfg. Co., has returned from a short business trip in the Middle West.

Chas. M. Potter, with the Steuben Glass Co., has been in town for several days.

Devotees of the game in Chicago would like to see Messrs. Snow and Peck bring their golf sticks and pit their skill against the locals.

Chas. E. Ormack, who was formerly secretary of the R. M. Williams Co., has bought out W. S. Edwards. Mr. Ormack is president of the new company.

George Ratto, of the American Ring Co., has been laid up for nearly a week with a sore throat.

Howard Carrigan, manager of the Chicago office of the Plume & Atwood Mfg. Co., made a good display of their line in St. Louis last week. Mr. Carrigan, although manager of the local office, likes to get out on the road every once in a while and hustle.

H. G. Willard, of the Chicago Gas Light Fixture Co., has the sympathy of the trade in the loss of his wife, who died last week.

F. M. Wilmoth & Co. are busy arranging their new show rooms on Harrison near Michigan avenue. When opened these will be among the most attractive salesrooms in the West.

Among the buyers in Chicago during the week were W. H. Milton of Fulton, Ill., and J. Loynd, of Carthage, Ill.

Takito & Ogawa, who are said to carry the largest lines of Oriental vases in the country, report a slump in the premium business to which they cater. This firm controls several large potteries in Japan.

Paul Fueslein, who has been established at the Palmer House for several weeks with the lines of Bawo & Dotter, reports excellent business.

Clarence Perkins, of the Perkins Mfg. Co., Westfield, Mass., is spending a few days in Chicago with the local trade.

George E. Orr's studio on the North Side is working twenty-four men double time to keep up with orders. He is bringing out an excellent line of china novelties for premiums.

A. A. Vantine & Co.'s local office is now at 187 Wabash avenue. Mr. George Moore is in charge.

The retail store of Burley & Tyrell is advertising its annual clearing sale of cut glass and china.

Among the Potteries

East and West

East Liverpool and Vicinity.

Not in years has there been a situation that has so agitated pottery manufacturers here as that of fuel gas at present.

The gas companies have told the pottery manufacturers during the past few days that not only will they be compelled to pay for an eight-ounce pressure and all over that amount, but that they will get no reduction in their bills when only a few ounces are registered—which is the general rule in the severe winter time. The manufacturers say that they have their hands in the lion's mouth, but that it is a long road that has no turning. The rigid probing of the possibilities of firing kilns by electricity is now being anxiously awaited.

* *

Some complaint was heard in the District last week concerning collections. At one office they were reported to be the worst of the year. "Slow" is the general opinion.

* *

Harry A. Keffer, of the Warner-Keffer China Co., has returned from a brief Southern trip and reports a decided improvement in business in that territory.

* *

Always keeping ahead of the times, the Homer Laughlin China Co. will show in a few weeks another new dinner service for January delivery. It is a plain shape, and will be named the "Genesee." The treatments will be the most attractive open stock propositions that can be secured.

* *

John T. Cartwright, of the Cartwright Bros. Pottery Co., has returned from a Western business trip. The new underglaze tinted blue ware of this plant has "caught on" in a manner that has kept the decorating department working overtime filling orders.

* *

T. A. McNicol, of the Potters' Co-Operative Co., has just completed arrangements to increase the capacity of the decorating shop one-third. Its capacity was doubled last spring, and now it has to be increased again. This plant has sold an immense amount of decorated ware during 1910. It is a common thing for jobbers to telegraph in repeat orders. Mr. Mc-

Nicol tells the trade an interesting story in another part of this issue.

* *

Because of the demand for its entire decorated line, the Smith-Phillips China Co. is employing more people in its decorating department than ever before. Last week a new decor was brought out on the "Princess" shape—a gold and blue line effect. The same treatment is also placed on the "St. Regis."

* *

At Lisbon, the county seat, the case of Edward J. Allison against the Owen China Co., which has been pending for over a year, was settled without trial.

* *

Cornelius Cronin and Patrick McNicol, of the Standard Pottery Co., are interested in the East Liverpool Realty Co., recently formed here with a capital stock of \$10,000.

* *

S. B. Larkin, of the National China Co., has returned from a brief Western trip. Since this firm absorbed the six-kiln pottery at Salineville it has been doing an exceptionally heavy business in white ware, the new factory being devoted exclusively to making this class of goods, decorated ware being taken care of at the local pottery.

* *

W. L. Gerald, Western salesman for the Globe Pottery Co., who has been at the home office for a month, has returned to Peoria, Ill. C. H. Bauman, general sales manager for the company, is spending a fortnight in the West.

* *

George W. Clark, Western salesman for the Homer Laughlin China Co., after spending several months in this city is now covering his territory.

* *

Edward J. Touhill, who has been in charge of the sales department of the Colonial Co. for the past year, has severed his connection with that concern to assume the position of sales manager for the Tritt China Co., Niles, O.

* *

Among the buyers at East Liverpool the past week were J. H. Miller, Huntington, W. Va.; F. L. Blanchard, Bristol, Tenn.; B. O. Chapman, with

Ogden, Merrill & Greer, St. Paul; T. E. Leonard, of Leonard Crockery Co., Grand Rapids, Mich.

✂
With the close of October local manufacturers report one of the best month's business ever done here. Every plant is working full, and almost every order calls for prompt shipment of the goods. * *

Charles H. Gallagher, canal-boat owner, has filed a suit against the Trenton Porcelain Clay and Fire Brick Co. for \$60 demurrage because the defendant was slow in removing a cargo of clay from a boat. * *

Robert Mayer, of the Monument Pottery Co., proved an alibi when arraigned in the Central Police Court last Friday morning on the charge of driving his automobile through the streets at the rate of fifty miles an hour, and was discharged. The car which was doing the speeding carried the same New Jersey license number as Mr. Mayer's, but the latter proved that his car was not out of the garage on the day in question. * *

James Lovett, a kilnman employed at Maddock's Coalport Pottery, while returning home from work last Thursday night fell over an obstruction on the sidewalk and sustained severe contusions of chest and shoulders. * *

Because he endeavored to cause a strike among the employees of the Union Porcelain Works, from which plant he was recently discharged, and for assaulting J. S. Stinger, the superintendent of the works, Argante Lerinardo was arrested and fined \$25 and costs last Saturday. ✂

W. H. Arden, formerly with the New Castle, Pa. Mayer Pottery Co., has gone with the Shenango China Co., and will be the only representative of the concern on the road.

AT PITTSBURGH.

IMPORT china salesmen who were here during the past fortnight did not book as much business as earlier in the season. A few of them cut their local trips short, and left for other territories. While of course some business was secured, the volume was not as great as expected for this season of the year.

A fine department store building is to be erected on Carson street, South Side, by E. Lorch & Bro. It will front 73 feet on Carson street and 120 feet on South seventeenth.

John Davison was at the Colonial Annex with an exceptionally attractive display of English china.

With local sample room managers trade hereabouts is showing a steadier tendency. At the Kinney

& Levan rooms, in charge of W. W. Lang, there has been a season of activity. Some of the highest priced lines here have been in demand, while there has been liberal buying of moderately priced goods.

In Parlor L at the same place was Henry Creange, showing some beautiful Italian china.

James H. Colgrove was registered at the Hotel Anderson and displayed the lines of the Ceramic Importing Co.

Alfred Moment, with the M. Redon lines of china, was also at the Anderson late last week.

Chas. Streiff was in the district showing the china lines of Wm. Guerin & Co., Limoges.

Within a short while a complete line of house-furnishings will be shown at the local warerooms of Bawo & Dotter, on Liberty avenue. There has been a decided addition to the cut glass display, and some very good patterns are being offered. Mr. A. Herr is in charge while the resident representative, Frank Zoellig, is on a Western trip.

Robert Orr, in charge of the china and glass department of the Joseph Horne Co., is back at his desk after a brief illness.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Oct. 15,'10	Correspond- ing period 1909	Exports Jan. 1 to Oct. 15,'10	Correspond- ing period 1909
Boston	116	27	6041	5255
New York	84	198	6962	5094
Baltimore	75	273	11476	14616
Philadelphia. ...	13	75	4730	3458
New Orleans....	196	36	1989	1976
Newport News..	....	....	204	1078
San Francisco ..	....	....	93	236
Portland (Me.)..	....	....	1029	1885
Galveston	85	28	1386	1284
Portland (Or.)..	5	....	15	95
Inland Points ...	36	....	1466	1044
Total..	610	637	35391	36021

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Oct. 15,'10	Correspond- ing period 1909	Exports Jan 1 to Oct. 15,'10	Correspond- ing period 1909
New York	82	172	7445	6560
Boston	116	143	5789	5043
Philadelphia. ...	13	75	4479	3808
Baltimore	75	273	14246	15286
San Francisco ..	....	....	244	193
New Orleans. ...	100	36	2164	2606
Portland (Me.)..	....	....	1943	1943
Galveston	80	28	1468	1267
Newport News...	....	....	971	1078
Portland (Or.)..	...	....	55	55
Inland Points .	36	....	978	1149
Total..	502	727	39782	38988

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The demand for early shipments of glass from manufacturers is increasing as the holiday season approaches. Buyers' letters indicate that retail trade is picking up steadily, and that they do not want their stocks to get short. Some shipments specified for Nov. 15 and Dec. 1 have been ordered out at once. Manufacturers are more than pleased with this turn of affairs.

New items are being added to the lines of the Pittsburgh Cut Glass Co., the more recent being a sugar and cream, goblets, and three jugs. A saucer champagne will also be shown within a few days. The company is also showing new cut frosted globes for lighting lines.

J. D. Donovan, general manager of the New Method Art Glass Co., has returned from New York, where he completed negotiations with Cox & Lafferty as representatives of the company in the East. It is also planned to have resident representatives in other large cities at a later date. The company will soon move into its new factory at Fifty-seventh and Butler streets, where a kiln is now being built having a capacity of one million feet of glass annually. It will be the largest kiln of the kind in the world. The present location will be vacated within a month.

The Glass Utilities Co., recently formed in this city, has opened an office in the Fulton Building in charge of J. W. Cruikshank. The concern will handle raw materials for glass manufacture.

The McKee Glass Co. are showing a number of new items in their crystal line at their office in the Century building.

George Mortimer, of the Mortimer Glass Co., has returned from Williamstown, W. Va., where he spent several days at the office of the Fenton Art Glass Co.

H. D. Murray, actuary of the American Flint and Lime Glass Manufacturers' Association, who has been very ill at his home during the past week, suffering from stomach trouble, has improved during the past

few days, and it is believed will be able to be at his desk soon.

Philip Semmer & Co., of this city, are showing many new creations in domes and portables for the fall season, several special propositions being placed before the trade. Mosaic effects predominate, although scenic decorations are also to be had.

Two furnaces are now being operated by the Rochester Tumbler Co., and it is possible that the production of this plant will be increased at an early date. Many of the former workers are returning, and it is the general opinion that before long the plant will be operated as actively as it was before the recent labor differences.

Two new shapes in flower vases and a flower stand plate are being shown by the Jefferson Glass Co. in the Pittsburgh sample room. They are in both crystal and a marble effect, the latter being known as "Corona" ware. The square candlestick which this company has been making in crystal is now shown in the new Corona line. The Pittsburgh sample room is proving popular with buyers in this district.

Four new items have been added to the Colonial line of the United States Glass Co.—a pickle dish, celery tray, round-handled jelly, and a footed flower vase seventeen inches in height. The latter is an exceptionally tasteful article suitable for long-stem flowers. It is the intention of the "States" to continually add to the Colonial line, and within a fortnight several other new creations will be announced.

The new "Puritan" line of the Tarentum Glass Co. is proving to be a popular one with buyers. While colonial in effect, it is just a little different from any other colonial line now on the market.

Although many efforts have been made during the past summer to dispose of some of the properties of the former National Glass Co., the realty representatives continue to have them on their hands. It was supposed several months ago that the properties at

Wellsburg, W. Va., and Bridgeport, O., would be sold, but nothing has come of these efforts.

President J. A. Knox, of the United States Glass Co., and M. G. Bryce, manager of the commercial department, have returned from a visit among the several Eastern offices.

A meeting of the board of directors of the Western Glass and Pottery Association will be held in this city on Saturday night to give further consideration to plans for the annual banquet of the Association to be held in January. The canvass for new members continues actively, and many are being secured.

The sample rooms of Ripley & Co. in this city are now being furnished, and within a few weeks the first samples of ware will be on view. Although the plant is not yet in operation, orders are being sent in.

Considerable interest is being evidenced in the new plain gold and encrusted effects to be shown in January by the Central Glass Co. It has remained for this company to produce some decidedly novel treatments of this character.

The Fostoria Glass Co. has commenced operations in its new plant here. The factory is not yet being run in full, but is being worked up to that point gradually. The main offices will be continued at Fostoria, although the business will be divided between the plant there and the new factory.

The Haskins Glass Co. is producing a number of improved types of lenticular reflectors, twenty new shapes being shown. These shades are packed from four to eight dozen in a barrel, according to size. A number of new shades in cut effects are also being shown.

FINE OPPORTUNITY.

AFTER thirty-four years of successful business, during which he has gathered a large following in the crockery and glass business, William Lawton, of Wilmington, Del., wishes to retire. He has already sold to the Kresge Five and Ten-Cent Syndicate such of his stock as it could use, and will now dispose of the remainder, consisting of active open stock patterns and well-selected goods, to the right man. To one who really knows the crockery business he will make it an object, and promises that his trained and intelligent corps of assistants will go with the purchase.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 1, 1910.

ANTWERP		
166	packages glassware.....	B Gunthel
5	" "	L Straus & Sons
119	" "	Miscellaneous Orders
13	" earthenware	Bawo & Dotter
31	" "	E R Thieler
8	" "	Koscherak Bros
5	" "	L D Bloch & Co
15	" toys.....	Strobel & Wilken Co
4	" "	F A O Schwartz
47	" "	C B Rouss
5	" "	Frank & DeKeyser
70	" "	F W Woolworth & Co
71	" "	Miscellaneous Orders

BREMEN		
2	packages glassware.....	L Straus & Sons
253	" "	Eimer & Amend
62	" "	Endemaun & Churchill
75	" "	Strobel & Wilken Co
230	" "	Miscellaneous Orders
6	" earthenware	Geo Borgfeldt & Co
16	" "	Bawo & Dotter
28	" "	L Straus & Sons
50	" "	Karl Hutter
34	" "	Froeber & Vollrath
16	" "	O Goetz
2	" "	H Kupper
11	" "	Knauth, Nachod & Kuhne
82	" "	Strobel & Wilken Co
28	" "	Miscellaneous Orders
535	" toys.....	Geo Borgfeldt & Co
171	" "	F W Woolworth
22	" "	A Steinhardt & Bros
62	" "	Samstag & Hilder Bros
23	" "	R H Macy & Co
20	" "	L H Mace & Co
5	" "	Bawo & Dotter
489	" "	Strobel & Wilken Co
243	" "	Miscellaneous Orders

HAMBURG		
2	packages glassware	Fensterer & Ruhe
17	" "	F Euler & Co
91	" "	Kmy-Schee-er Co
51	" "	J H Venon
23	" "	Brown Bros
37	" "	Strobel & Wilken Co
371	" "	Miscellaneous Orders
1	" earthenware	Geo Borgfeldt & Co
6	" "	H Kupper
11	" "	F Bing & Co
2	" "	Froeber & Vollrath
4	" "	C L Dwenger
51	" "	O Goetz
20	" "	J Wygand & Co
91	" "	Lazarus & Rosenfeld
53	" "	Fensterer & Ruhe
75	" "	L D Bloch & Co
54	" "	L Straus & Sons
249	" "	F W Woolworth
29	" "	W R Noe & Sons
9	" "	E R Thieler
103	" "	Strobel & Wilken Co
172	" "	Miscellaneous Orders
38	" chinaware.....	Bawo & Dotter
24	" "	Miscellaneous Orders
240	" toys	B Ilfelder & Co
1	" "	G W Travers
17	" "	Samstag & Hilder Bros
157	" "	Geo Borgfeldt & Co
549	" "	Strobel & Wilken Co
432	" "	Miscellaneous Orders

COPENHAGEN

176 packages toys.....	Geo Borgfeldt & Co
18 " glassware	Fensterer & Ruhe

HAVRE

28 packages chinaware.....	Wm Guerin & Co
4 " "	H R Churchill
4 " "	J H Venon
9 " "	L Straus & Sors
8 " "	J Pouyat Co
1 " "	Bawo & Dotter
24 " "	Miscellaneous Orders

SOUTHAMPTON

9 packages chinaware.....	Bawo & Dotter
288 " "	Haviland & Co
13 " "	Vogt & Dose
61 " "	Theodore Haviland & Co
14 " "	H Creange
10 " "	F W Jenkins & Co
32 " "	Blakeman & Henderson
44 " "	Miscellaneous Orders

LIVERPOOL

7 packages earthenware.....	The Rowland & Marsellus Co
11 " "	Maddock & Miller
5 " "	Meakin & Ridgway
9 " "	H C Edmiston
27 " "	Geo Borgfeldt & Co
4 " "	W H Plummer
13 " "	G F Bassett & Co
16 " "	Fondeville & Van Iderstine
3 " "	J Wygand & Co
11 " "	E Boote
6 " "	Strobel & Wilken Co
34 " "	Miscellaneous Orders
6 " glassware.....	N Wapler
13 " "	Miscellaneous Orders
21 " toys.....	Strobel & Wilken Co

LONDON

9 packages toys.....	Strobel & Wilken Co
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ROTTERDAM

68 packages earthenware	Geo Borgfeldt & Co
12 " "	Lazarus & Rosenfeld
97 " "	Bawo & Dotter
38 " "	L D Bloch & Co
40 " "	Miscellaneous Orders
7 " toys.....	B Illfelder
20 " "	F A O Schwartz
79 " "	Miscellaneous Orders

TRIESTE

560 packages glassware	A L Crawford
69 " "	Fensterer & Ruhe
349 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

11 packages earthenware.....	Jones, McDuffee & Stratton Co
5 " "	Richard Briggs Co
3 " "	Rowland & Marsellus Co
1 " "	Miscellaneous Orders

HAMBURG

72 packages earthenware.....	Jones, McDuffee & Stratton Co
19 " "	Bawo & Dotter
8 " "	Pitt & Scott, Ltd
45 " "	R F Downing & Co
1 " "	R H White Co
1 " "	A Stowell Co
1 " "	Richard Briggs & Co
1 " "	Simon Bache & Co
75 " "	Ocean Transit Co
18 " "	E A Runnells & Co
191 " "	American Express Co
183 " "	Geo Borgfeldt & Co
1 " "	Stone & Downer Co
40 " "	Patterson, Wylde & Co
7 " "	Houghton & Dutton
13 " "	L Wolf & Co
75 " "	F W Woolworth
9 " "	R H Stearns Co
7 " "	Bigelow Kennard & Co
11 " "	Martin Copeland & Co
12 " "	Walter Kimball & Co
228 " "	J B Moors & Co
132 " "	National Despatch Co
37 " "	Miscellaneous Orders

GLASGOW

8 packages earthenware.....	Mitchell, Woodbury Co
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GENOA

27 packages earthenware.....	Miscellaneous Orders
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ROTTERDAM

9 packages earthenware.....	Geo Borgfeldt & Co
3 " "	Bawo & Dotter
8 " "	Lazarus & Rosenfeld



A—\$8.00



B—\$7.50



C—\$7.50



D—\$7.00



E—\$8.50

5—HOLIDAY SET.—5

The above sample set of ten-inch copper-leaded mosaic shaded lamps, standing fifteen to seventeen inches high, in assorted colors and old brass and verd finish, we offer, wired, one light, complete, at \$37.50, or at separate prices as above, subject to immediate booking for prompt delivery.

PHILLIP SEMMER COMPANY, 501-5 Penn Ave., Pittsburgh, Pa.

QUICK TO LEARN.

MRS. NEWHOUSE was patiently instructing her Irish maid-of-all work as to the proper names of certain articles.

"And, Bridget," she said, "these are ewers—ewers. Don't call them jugs any more."

"Sure an' I won't, ma'am," said Bridget, joyously.

"An' is all them little basins mine, too, ma'am?"—*Tit-Bits.*

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—For 1911, four high grade pottery commission salesmen to travel in Ohio, Indiana, Michigan and Illinois. This is an exceptional offering, and men who can produce the goods can make good money. All letters confidential. Apply Box No. 783, East Liverpool, O.

SITUATIONS WANTED.

WANTED—Position as traveling representative by a high-class man of years' experience and standing with the best houses of the country in glass or kindred lines, particularly cut glass. After January 1, 1911. Address Box 732, this office.

FOR SALE.

I WANT A MAN WHO KNOWS THE CROCKERY TRADE TO BUY OUT MY BUSINESS. I HAVE BEEN SUCCESSFUL FOR THIRTY-FOUR YEARS. HAVE QUICK-MOVING OPEN STOCK PATTERNS AND A GOOD, CLEAN LOT OF GOODS. THE RIGHT MAN CAN DO WELL, AND I WILL MAKE IT AN OBJECT FOR HIM. HAVE GOOD HELP, WHO WILL REMAIN. WILLIAM LAWTON, WILMINGTON, DEL.

ORIENTAL GLASS CO.,

MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby Mat and Gold, Crystal Mat and Gold.

COLORS CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works: PITTSBURGH, PA., U. S. A.

NEW FREIGHT SERVICE from East Liverpool, O.

Buyers of pottery should insist shipments—either bulk or packages—be routed over Erie, Youngstown and Ohio River railroad (the new railroad into the pottery centre) from East Liverpool. Traffic arrangements with all steam roads throughout the country, enabling advantageous routing and rating to any point in the United States, Canada or Mexico. For rates, apply to any agent or J. J. CHANDLER, Chief Paraff Bureau, Leetonia, Ohio.

BEAUTIFUL "AVANCE."

You should see our new Fall import samples before placing your orders. Every one original and tasty.

FOR JEWELERS AND BEST CHINA TRADE.

CERAMIC IMPORTING CO.,

37 Murray St., New York.

WHITE CHINA FOR AMATEUR DECORATING.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS,)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son.
MONTEREY.	Ridgways.
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The NAPLES WREATH.	"
The BRIDAL WREATH Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The BALMORAL,	"
The SANTOS, White and Gold,	"
The ST. MALO, Apple Green and Gold,	"
The SIMPLON,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL	"
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS.	"
The ATHENS, Cobalt and Gold	W. H. Grindley & Co.
The HOFBURG, Flow Blue and Gold,	"
The ROSALIND, Green and Gold,	"
The DEVONSHIRE,	Samuel Ford & Co
Old BLUE CANTON China, Hong Kong.	"
Old BLUE FITZHUGH China, "	"
Green and Gold MEDALLION Canton China, Hong Kong	"
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co
Green FESTOON.	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co
The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	"
The MONTEBELLO,	"
The SONDERBURG,	"
The NORMA,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The FRONTENAC,	"
The COUNTESS,	"
The MIRAMAR,	"
EMPIRE WREATH,	Porcelaines G D A China
The CASTIGLIONE	"
The MALABOR Hotel,	"
The BALUSTERE Hotel,	"
The CALVADOS, Encrusted Gold,	"
FONTAIN BLEAU,	"
ELEU DE FOUR, Encrusted Gold.	The NAVARRE. J. Pouyat
White and Gold Encrusted, the LORRAINE,	"
The ATHENA.	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The FULDA, Austrian China.	"
The MUNICH.	"
The INNSBRUCK,	"
The BARONIAL, White and Gold, Bavarian China.	Theodore Haviland & Co
The CZARINA,	"
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros
Royal Dresden BLUE ONION Porcelain Crossed Swords brand.	"
MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our ten lofts.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES, MCDUFFEE & STRATTON CO., BOSTON



NEW YORK, NOV. 10, 1910.

THE CONDITION OF BUSINESS.



Business immediately preceding and **New York.** after election is never as good as it might be; and this season is no exception. While the general condition is good, the before-holiday buyers who were expected last week did not show up in the numbers anticipated. Many did appear, though, and with the same impossible annual wants regarding delivery, prices, etc.

The strike of the expressmen is growing more complex. As usual with strikes of this character, the sufferers are the innocent public. The firms who do considerable small trade have been seriously inconvenienced and put to a lot of extra expense. The department stores are curtailing their suburban deliveries, and it is impossible to predict the amount of time and money lost chargeable to the strike.

The road men seem to be opening up pretty good veins of business, although the spring import trade has not begun as yet in earnest. The travelers for domestic houses are bothered regarding the matter of delivery, many of the firms here having sent notices to them not to take orders for prompt shipment. This is an indication that the factories are pretty well filled up with orders.

Business in hanging fixtures and portables has been running along quite up to expectations. Some very good orders were booked last week, although as yet the big crowd of buyers has not appeared. Mail

orders in this line are good, but shipments are getting to be a matter of considerable trouble due to the expressmen's strike.

The domestic toy men who can ship within two weeks are reaping a harvest just now. Considerable local buying has been done, and purchasers from near-by points are expected in the market this week.

Retail trade has been very good, not only here, but in all sections of the country. The majority of the stores in this city have been conducting special sales to clean out stocks, so that when they commence displaying their holiday merchandise there will be very little of anything but new goods on view. Cut glass has been having a very good call, as well as novelties in brass and decorative pottery.



The pottery business here was never **Carrollton, O.** in such a flourishing condition as at present. Orders are plentiful and kilns are being worked to full capacity. The demand is almost invariably for immediate shipment.



That a great many retailers find themselves short of goods is evident from the number of rush orders being received by the local manufacturers. Reports from the various

plants show business to be in a very healthy condition. Salesmen are sending in good orders and manufacturers to a man are confident that the year will close far in excess of any previous year in the history of Trenton.

Pittsburgh and Vicinity. Business conditions in this territory remain about normal. The demand for staples is up to standard. Tumblers are in demand, and etched ware is selling better than last season. There has been little inquiry during the past week for "jobs," dealers as a rule ordering regular stocks.

Retail buying has picked up, and the department store trade is showing more vim.

East Liverpool and Vicinity. The potteries of the upper Ohio valley are all working full time, and the majority have enough business to keep them going until the year end. Dinner ware is selling exceptionally well, open stock patterns having the call. Specialties are going far better than last season, while assortment packages are having a remarkable sale with some manufacturers.

AT PITTSBURGH.

At the Kinney & Levan sample rooms there has been a decided air of activity during the past fortnight. Mr. Lang has rearranged the office part and thereby secured increased display space. The array of cut glass has been augmented, and many new effects are being shown.

"Popular priced goods are moving exceptionally well," said Thomas Neely, of the Boggs & Buhl store. "Dinnerware is going nicely, the open stock lines being the greatest sellers."

The china and glass department of the Kauffman store, in charge of I. Rothstein, has been making very good displays this fall, particularly in cut glass, which has been shown to better advantage than heretofore.

Frank Zoellig has returned from a Western trip for the Pittsburgh office of Bawo & Dotter, 615 Liberty street. Additions to the lines displayed here are made almost daily.

Robert Orr, with the Joseph Horne Co., deserves to be complimented upon the arrangement of the china and glass stocks. The new method of displaying

open stock dinner sets has greatly increased sales. The lamp department has also been most successful.

FORGING AHEAD!

STATISTICS just compiled show that the number of kilns fired, the quantity of domestic pottery shipped, and the amount of wages paid in the Sebring, Salem, East Palestine, East Liverpool, Chester and Newell pottery district for the first nine months of this year exceeded any previous nine months in the history of the business.

It is estimated that the American production of general ware this year will exceed by \$1,000,000 the previous year, which was \$16,000,000. Upon the other hand, government statistics show that crockery importation sfor the year ending June 30, 1910, were but \$10,796,000, as against \$13,492,000 imported in the banner year of 1907. In other words, while importations show a decrease of almost \$3,000,000, or almost 20 per cent, as compared with the largest previous year, the domestic factories will show an increase of about \$1,000,000 as against their best year.

The American production for this year should reach almost \$17,000,000 for the entire country.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Oct. 22, '10	Correspond- ing period 1909	Exports Jan. 1 to Oct. 22, '10	Correspond- ing period 1909
Boston	422	34	6463	5289
New York	294	203	7256	5297
Baltimore	471	119	11947	14735
Philadelphia	41	68	4771	3526
New Orleans . . . . .	...	126	1989	2102
Newport News . . . . .	...	...	204	1078
San Francisco . . . . .	...	...	93	236
Portland (Me.) . . . . .	...	...	1029	1885
Galveston	6	...	1392	1284
Portland (Or.) . . . . .	...	...	15	95
Inland Points	64	...	1530	1044
Total	1293	550	36689	36571

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g Oct. 22, '10	Correspond- ing period 1909	Exports Jan. 1 to Oct. 22, '10	Correspond- ing period 1909
New York	295	203	7740	6763
Boston	422	33	6211	5076
Philadelphia	41	68	4520	3876
Baltimore	471	119	14717	15405
San Francisco . . . . .	...	...	244	193
New Orleans . . . . .	...	126	2164	2732
Portland (Me.) . . . . .	...	...	1943	1943
Galveston	6	...	1474	1267
Newport News . . . . .	...	...	971	1078
Portland (Or.) . . . . .	...	...	55	55
Inland Points	64	...	1042	1149
Total	1299	549	41081	39537

The New York Crockery and Glass District.

Cox and Lafferty have made a big hit with the "Azur" ware produced by the Imperial glass company. The enormous capacity of this factory will enable them to take orders all through November with the assurance that shipments will be made in time for the holiday trade. This is a feature not to be overlooked. The Seneca Glass Co. ask customers to place orders for cut stemware early, as their stock of these lines is exhausted and all goods will be made to order from now on. The shades and domes made by the New Method Art Glass Co. are now ready for inspection. They are entirely different from anything now on the market, and are well worth seeing.

One of the popular reproductions of an old English pattern is the "Chelsea," made in Adderley's china, for which John Davison is the agent. The raised decoration is a simple conventional spray in light blue on a white body.

The regular bi monthly meeting of the American Association of Flint and Lime Glass Manufacturers was held in the Crockery Board of Trade rooms Wednesday morning. President Daniel C. Ripley presided. The session was a short one, and only routine business was transacted.

Herman C. Kupper made a window display this week which attracted much attention. It was a "Chantecler" exhibit of Schierholz china in large and small pieces showing both high colors and delicate tints. Not only was the ware attractive, but whoever dressed the window showed taste in its arrangement.

An exceptionally large cut glass vase is being displayed by A. R. Marryatt from the Pioneer Cut Glass Co. It is twenty-six inches in diameter at its widest part.

The J. Pouyat Co. is displaying a large number of beautifully-decorated high-grade chocolate sets. The shapes are quite distinctive, and the decors have been especially designed for them. The sets include trays

large enough to hold the jugs and mugs, and decors can be furnished to match the company's dinner sets. New sample of guests' sets have also been received. These consists of a jug, mug, match-stand, candlestick and tray. These also may be had in decors to match other wares.

Bauscher Bros., German crockery manufacturers, represented by Ewald Nocht, 53 Park place, have leased the ground floor at 52 East Twenty-first street, and will remove to that location April 1, 1911. Mr. Nocht says that the move is to be made solely to secure more room, and not because the uptown location is thought more desirable from a business standpoint.

The iced effects in hanging fixtures and gas and electric portables on display at the local warerooms of the Pittsburgh Lamp, Brass and Glass Co. are very popular with buyers. The designs are all new and snappy. The complete new lines are now installed, and make an extremely handsome showing.

The firm of Endemann & Churchill was dissolved by mutual consent October 31. Mr. Churchill will remain in the old place as manager for L. Bernardaud & Co., and will attend to the closing up of the business of Endemann & Churchill. Mr. Endemann will continue the glass business, and for the time being may also be found in the old quarters; but as soon as arrangements can be made will have a wareroom by himself.

Business took a very substantial turn for the better last week at the wareroom of the Art China Import Co., and Hugo H. Freudenfels has been having a busy time of it. "Palatine" dinnerware seemed to be quite a favorite with buyers who have been on the scene preparing for the holiday rush.

There is much of interest to the buyer of glassware to be found just now at the showrooms of the Fostoria Glass Co. Their line of pressed ware, which

approaches very closely to cut glass, is proving one of the very best sellers of this class of glassware. The company is also showing some extremely handsome pressed candlesticks that have the effect of being cut.

Business with Abels & Co. is extremely good just now, and there is every indication that it will continue. The approaching holiday season is the time when dealers can use the easels and plaque-hangers of this firm to excellent advantage.

Burleigh ware, sold by Geo. F. Bassett & Co., is shown in several shapes and more than a score of different decorations. The latter range from simple conventional borders to elaborate floral effects illuminated with striking color schemes. Thus widely-varying tastes can be gratified in this celebrated English ware. New decors are frequently added to the list, and the line has become one of the best sellers of its kind.

Wm. M. Warrin, 25 West Broadway, has taken the New York agency for the Economy towel rod made by the Reed Glass Specialty Co. It is of glass, fitted with metal supports.

The Consolidated Lamp and Glass Co. have been doing a very active business on their various styles of lighting glassware. The latest, a striped effect that is very handsome either lit or in the day-time, has been putting some of the former records of the factory in the shade. There was considerable promise for it, but it has surpassed expectations in every way.

Cox & Lafferty have leased the first and second lofts at 25 Park Place, running through to Barclay street, and will move there Dec. 1. The new quarters will afford them six times as much space as their present location.

A. R. Marryatt has just received a shipment of hand-chiseled Italian marble embracing a number of designs in busts and pedestals.

BROOKLYN'S NEW POST OF THE T. P. A.

THE New York State Division of the Travelers' Protective Association now consists of three posts—namely, Post A, New York; Post B, Buffalo; and the newly-organized Post C, of Brooklyn. Post C was organized on Sept. 6th with a charter membership of twenty-eight. At the first regular meeting eighteen new members were enrolled.

It is the intention of Post C to have a series of winter night gatherings at their rooms for members

on their "back from the road" visits, when the veterans will tell the youngsters tales of the old days on the road before limiteds were heard of, and when the word limited meant ten or twenty miles a day by driving.

Through the kindness of Herman A. Metz, president of the New York State Division of the T. P. A., and who is also a member of the new post, the post has permanent headquarters in the Kings County Club building, where the secretary may be addressed in reference to post matters.

The order of the T. P. A. is one of the largest and best organized of its kind in the world, having posts in every large city in the United States and numbering among its members men who are now prominent in affairs of state and who in their early days were travelers, city salesmen or merchandise brokers.

Full information as to membership, accident and fraternal features will be furnished upon application to Bertram L. Lemlein, secretary.

G. D. A. CHINA FOR HOTEL SCHENLEY.

A SHORT time ago the announcement was made that the Ritz-Carleton Hotel and Restaurant Co. had leased the Hotel Schenley of Pittsburgh and would open it on the first of February next entirely remodeled and refurnished. To-day comes the announcement that the contract for the china outfit has been awarded to L. Barth & Son, of this city, for G. D. A. Limoges wares. The decorations are simple, in perfect taste, and the goods follow very much in shape, sizes and general character the wares already furnished to the Ritz-Carleton Hotel of New York city by Messrs. Barth & Son.

GET ACQUAINTED WITH CUSTOMERS.

WHEN a customer drops in to buy something he has set his mind on getting, don't let him go without showing him other articles in the store. After he has made his purchase, adroitly lead him to other departments. Watch his eyes, and soon they will light up with interest. That can be taken as a good introduction. Very often a sale can be easily made when the customer had intended only to buy one article and get back to his home as quickly as possible.

Unless the buyer shows uneasiness, and a desire to be going, this will prove time well spent. No matter if a sale is not made, there are two objects gained; the buyer has seen some of the contents of the store, and may later decide that he needs something in that line; and the seller has had opportunity to get better acquainted with the patron. If the buyer is only an occasional visitor to the store, he will

go home with a feeling of friendliness for the dealer. He will somehow keep it in mind that this dealer had, at least, an interest in his calling.

Fifteen minutes spent in showing up some article in stock can be made worth dollars in future trade, because it brings the buyer and seller into closer relations with each other. And it is the trade of next week, next month and next year which the live dealer will strive for, more than for immediate orders. It is worth something to get more trade and more customers. A growing business has value beyond its immediate assets.

AT BOSTON.

THE timeliness of the editorial, "Woe to the Late Buyer!" in a recent number of the JOURNAL was favorably commented upon by a number of merchants here. They say that in years past it was not uncommon to secure orders during the summer for the holiday trade. One prominent member said: "During the twenty-seven years of my career in the wholesale glass business this year is the leader for picayune orders. Stocks are low; but thirty-eight business days and Christmas will be here; and yet many are buying small lots from week to week. Retail trade will start with a rush in a short time, and many dealers will have to sacrifice profits because they will be sold out and the securing of goods an impossibility."

John J. Reed, Boston representative of the Liberty Cut Glass Co., has returned from a New England trip.

The Jones, McDuffee & Stratton Co. have doubled their advertising space in the local papers and are featuring dinnerware for Thanksgiving.

Charles R. Lynde has opened his new store in the Berkeley Building with an excellent display. F. W. Smart, formerly with W. H. Glenny, of Buffalo, and later with Jones, McDuffee & Stratton Co., is now with Mr. Lynde.

M. P. Woodcock, of M. P. Woodcock & Son, Belfast, Me., was in the district last week.

F. W. Woolworth & Co. are going to open a store at Ware, Mass.

J. W. Swain, right bower to George W. Beals, the glass and lamp man, has returned from a brief business jaunt.

F. H. Miller, son of the late F. W. Miller, will cover the territory in the interests of F. W. Miller & Co. formerly held by the late Frank F. Boyd and M. B. Lane. C. A. Hudson, head of the company, says:

"We are to give up our storehouse, concentrate our efforts on a smaller territory, and transact a smaller and safer business."

Two New England buyers to visit the Boston market were: W. E. Noyes, of the W. R. McWhirr Co., Fall River, and Mr. Holliwell, with C. T. Shirer Co., Worcester, Mass.

The Edison Electric Illuminating Co. have a pleasing exhibition of portables at their display room, showing many pretty lighting effects.

W. L. Woodward, representing the Warwick China Co., Wheeling, W. Va., while here received a telegram saying "It's a girl." He is now a grandpa to two. His first granddaughter was also born while he was in Boston. Some luck to Boston, Mr. Woodward!

Charles H. Woodbury, of the Mitchell-Woodbury Co., has returned from a visit to Chicago.

William R. Cummings, buyer for David Harley Co., Pawtucket, R. I., was here lately buying holiday goods.

Orrin Hooper's Sons, Portland, Me., have made a number of alterations in their china and glass department.

Eddie Malone, formerly with R. H. White Co. and Henry Siegel Co., is now with P. B. Magrane, Lynn, Mass.

The Dorchester Pottery Works, owned by George Henderson, is one of the busiest plants in the city.

Arthur H. Racicot, of Racicot Bros., Webster, Mass., was here last week. They have recently moved to their new location, where they have a large china and glass department.

Mr. Bilt, glass buyer for the San Souci Co., Onlyville, R. I., was buying goods here last week.

Edward Dickinson, representing the Steubenville (O.) Pottery Co., made a successful visit to the trade last week.

S. J. Mahoney, with Henry T. Edwards, has returned from a Maine trip and is now touring Western Massachusetts.

C. N. Harlow, the well-known dealer of Orange, Mass., honored us with his presence last week.

I. Isley, buyer for Barnard, Sumner & Putnam, Worcester, Mass., was also here.

John J. Shea & Sons are getting out a number of new patterns in cut glass for the holiday trade.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 10, 1910.

ARE YOU PREPARED?

CHRISTMAS will soon be here. Are your plans made for taking care of the largely-increased volume of business that will come your way? The Christmas season means several things to the retailer. It means, in the first place, that he must show a large stock of goods. The more variety he has, the more sales he will make. It is not a time to work off the slow-moving stuff that is stored away in the cellar. It is a real harvest-time for the man who is alive to the possibilities of a first-class store.

The dealer's first work is to stock up in good quantities with various styles of dinnerware and an extra large showing of all kinds of decorative goods, steins, rail-plates, vases, cut glass, cigar trays, etc. The next thing is to arrange them artistically. Holiday shoppers will soon be roaming around looking for presents. They spend considerable time studying show windows, and the store with a novel, interesting trim is pretty sure to be visited.

Clerks should be instructed in the art of suggesting purchases. A prize of say \$10 to the clerk selling the most goods during Christmas week will be found very effective in promoting this. It is a hard matter for a woman to buy seven or eight presents without duplication, and she will welcome suggestions which will make her task lighter.

The store should be decorated, kept open evenings, and well lighted. Music will do wonders in the way of drawing a crowd. There are plenty of pianists

in your neighborhood who would be glad to spend three hours an evening, say from seven to ten, at \$1 an hour. The music will influence many times this amount in sales.

Now for the principal thing: Advertise the store, and make your ads appeal directly to the Christmas shoppers. Never did it before? Allright. Suppose the fellow up the street starts in to advertise this year. You wouldn't like it a bit if you strolled into his place and found it full of customers, especially if you recognized some of your own regular people. It is well to remember that the steady trade is not the principal one during the holiday season. The transient customer spends the most money then. The people who are attracted by some catchy novelty in your window and come in to look it over; those who read your advertisement in the morning paper—these are the people who will throng your store. Can you think of a more desirable class to give satisfaction to and make steady customers?

By all means, make special preparations this year for a big trade. There is nothing the matter with the country. Money is not and will not be tight around Christmas. Don't give away your goods. Get your regular profit on all your merchandise; but come out in the open and make a strong bid for just a little more than your share of business this year.

PERSONAL.

A DISTINGUISHED visitor in the District this week was Leon V. Solon, son of the famous ceramic decorator, L. M. Solon. He has been a resident of New York for the last year and a half, and has made an enviable reputation as a portrait painter and magazine illustrator, for, like his father, he is an artist, although in a different direction. At present he has four commissions to paint the portraits of prominent society dames and is doing special work for the "Outlook."



Ernest Wolf, with the Geo. H. Bowman Co., sailed last Saturday for Europe on the "Augusta Victoria" to arrange for new fall lines of glass for the import season.



C. H. Becker, of Dubuque, Ia., is making his regular fall trip to New York, and is domiciled at the Belmont.



Herbert A. Hall has severed his connection with the Art China Import Co.



Leon Neubrick, of Crowley, Milner & Co., Detroit, who has charge of the buying for the china,

lamps, toys and housefurnishings departments, has recently added the cut glass end of the business to his many other duties. He certainly will be kept busy.



Robert Oldfield has resigned as assistant manager of the A. H. Heisey & Co. plant at Newark, O. He is succeeded by Patrick Giblin.



Chas. Martin, Boston agent for the Roseville Pottery Co., arrived in the District Wednesday morning for a brief visit.



J. I. Baer, of Louis Wolf & Co., who has been having a very busy five weeks attending to the details of removal, left for Boston Saturday night



Kennard L. Wedgwood returned to his office Monday from a short trip to the large cities as far as Chicago. He reports an increasing spirit of confidence among the retailers that promises very good business on spring delivery imports.



Wm. H. Helms, a traveler for Graham & Zenger, severed his connection with that firm last Saturday.



W. O. Coleman, president of the Burley & Tyrrell Co., Chicago, arrived in town last Friday for a short stay.



E. Torlotting, of the St. Louis Crystal Glass Co., is expected back from his regular fall trip the end of this week. He has covered the large cities as far West as St. Louis.



J. H. Cecil Watson, with Bigelow, Kennard & Co., Boston, made several calls in the District on Monday.



Frank S. Warren, with Maddock & Miller, is spending the latter part of this week with the Boston trade. He left headquarters Wednesday.



Benj. Ryall, of Brox & Ryall, glass makers at Port Jervis, N. Y., made a few calls in the District Wednesday.



C. W. McClure, head of the McClure Ten Cent Store Co., Atlanta, Ga., which operates a chain of stores in the South, has been in the District the past week placing orders for china and glass.



Chr. Clauson-Kaas has severed his connection with the Danish Arts and Crafts Exhibition, as he found it took up too much valuable time and inter-

fered with business. Mr. Kaas came home from a trip last week, and was booked to leave for the West this week.



Charles Hartford, with the Cook Pottery Co., was a welcome office caller this week.



Otto Heinz is no longer connected with J. Morgan & Son.



W. T. Gillinder, of Gillinder & Sons, Philadelphia, was in conference on Wednesday with the company's representative in this city, Chas. L. Kerr.

KEEP TRACK OF DAILY SALES.

THE average dealer is sometimes lax in his book-keeping methods and has no good scheme of keeping track of his daily sales and expenditures. Nothing is more lamentable, for the reason that a merchant is a better or worse one according to the method he employs in his store.

Laxity in business methods is sure to bring business troubles, and when a simple system can be had which will reduce the daily routine work to a simple form dealers should take it up and introduce it into their business.

Such a system has been prepared, consisting of a pad of daily sales and expenditures for the day. These sheets also provide for total results of the day, and by filing in consecutive order the totals of any day in the year may be easily found. They require only the entry of the clerk making the sale, and may be combined with a cash register system if desired.

No bookkeeper is necessary, as all the work is done by the party making the sale. It takes less time than to make out the average sales slip, and the record is permanent.

At the end of the day the proprietor adds up the sales, subtracts the expenditures, and the result gives the net sales and profits of the day.—*Michigan Tradesman.*

SEPTEMBER'S IMPORTS.

JUST \$129 worth more pottery was imported into the United States from England during September 1910 than during the same month in 1909. The imports of English pottery for September 1909 totaled \$210,661, while those for the same month in 1910 amounted to \$210,790. For nine months ending September 30 the total imports for 1910 amounted to \$2,068,877, or only \$28,463 more than for the same length of time during 1909.

Imports from Austro-Hungary and France show

a marked falling off, while those from Japan show a decided increase for September over the same month of last year. Imports from Austro-Hungary for September 1909 amounted to \$100,275, while in September last they reached only \$75,006, or a decrease of \$25,269.

From France the September imports amounted to \$162,928, and for September 1909 \$172,836—a loss of \$9,908.

Germany shows an increase over last year. The 1909 imports in September totaled \$431,840; the same month this year showed \$473,013—an increase of \$41,173.

Japan was second in favor. In September 1909 the value of ware imported was \$158,157, while for the same month this year the valuation was \$192,701—an increase of \$34,544.

In nine months ending September 30, 1908, Germany sent goods valued at \$3,195,921; for the same period in 1909, \$2,763,170. For the term of nine months this year the total imports have been valued at \$3,083,737.

The value of the imported china and pottery from all countries for nine months ending Sept. 30 last is placed at \$8,265,531; for the same term in 1909, \$7,833,010; for 1908, \$8,394,061.

POLISH YOUR CHINA

POLISH as applied to china sounds unfamiliar to the ears of the rushing type of housekeeper who "polishes" silver and "scours" tins, but who "washes" and "wipes" her china, and that in the quickest possible way.

Beautiful china requires as much care as beautiful anything else. There are some matrons who never allow their rare pieces to go to the kitchen, but who have brought to them a tray and two pans of water in the dining room, where they themselves mop and then rinse, dry and polish to the point of shining all of their daintiest wares, which they then place in the closet under lock and key.

There are, again, others who turn over these delicate bits to the tender ministrations of a trusted servant, who keeps them in the dining-room or near-by pantry.

Now, this recital is but to convey the polishing idea. All china will look its full value only when highly polished, and the dubious tea towel will not contribute to success along these lines. Plenty of towels, perfectly dry, perfectly fresh and clean, must be on hand after each meal. Their quality, too, has much to do with the final result, as has the clear, hot rinsing water and the method of rinsing.

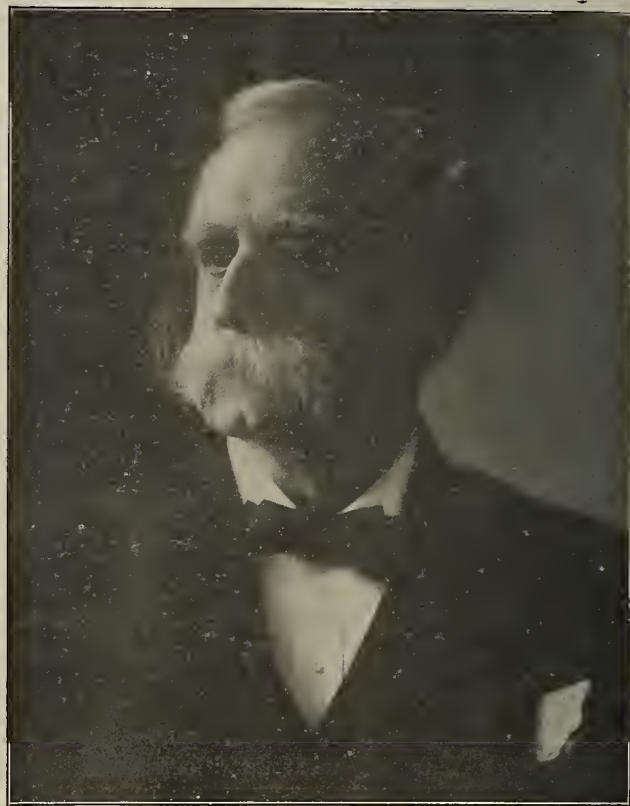
Rinsing can really be a laughable operation when the dishes are turned top downward and scalded only on their backs. Why not on the upper side, where one demands cleanliness? Draining isn't rinsing,

but it would seem as if at one time, or, perchance, one place (and that some dense country not yet penetrated by civilization), draining was resorted to by way of drying.

We are, however, learning, and the modern housewife is hygienic to a degree; for which let thanks be tendered.

OBITUARY.

ANOTHER member of the "Old Guard" has passed away. H. D. Murray, for many years actuary of the American Association of Flint and Lime Glass Manufacturers, died suddenly on the morning of Nov. 5, aged sixty-seven. Mr. Murray went to Pittsburgh from Carlisle, Pa., in 1862, and entered the employ of James B. Lyon & Co. In 1875 he accepted the position of actuary of the Glass Association and held



H. D. MURRAY.

it until 1880, when he became head bookkeeper for the Phoenix Glass Co. In 1902 he was again elected actuary, and remained with the Association up to the time of his death. Mr. Murray was highly regarded by every one who knew him, and his intimate acquaintance with the glass manufacturers of the Pittsburgh district was exceedingly valuable to the Association. Kindly in disposition, courteous in manner, and obliging in his somewhat perplexing duties, he endeared himself to all, and will be sadly missed.

LORD KITCHENER, the great English general, collects rare porcelain when he is'nt fighting.

Among the Potteries

East and West

East Liverpool and Vicinity.

All domestic pottery manufacturer, with possibly one or two exceptions, have started to get out new lines and treat-

ments for 1911. The exceptions are in those plants where the sales-managers have been too busy with present and old contracts to give serious consideration to new propositions. Some exceptionally strong assortments are being formed for the new year. It is generally admitted that good profit is made on assortments, and the demand for these lines is expected to be strong. Buyers can rest assured that they will find here good novelties and clever treatments, both on dinner ware and specialties.

* *

The demand for underglaze blue treatments this year has been far beyond expectations. A decal pattern is used in connection with some underglaze blue offerings, and has taken very well.

* *

A report is current that a local manufacturer has been offered a free site, a bonus of \$20,000, buildings, and gas at a five-cent or less rate, if he will remove his business from this city into West Virginia.

* *

Naming the new dinner shape of the Taylor, Smith & Taylor Co. has been causing considerable worry in the office of that concern. All sorts of suggestions have been made—among others that a list of Pullman car names which W. C. Lynch is said to possess might be used to help the firm in finally making a selection. "We will have a good shape, and the treatment will be the best we can obtain, and therefore we want the best name we can find," said Mr. Lynch.

* *

The Colonial Co. has not made any selection of a sales manager in place of Mr. Touhill, and is not likely to very soon. The office will be looked after by a member of the company for the present. Several new plans are being considered for next year, and no haste is being used in giving out the "desk" job.

* *

Pennsylvania railroad officials announce ship-

ments of pottery from East Liverpool for October far in advance of the record for October 1910. The Youngstown & Ohio River Railroad Co. is also receiving heavier shipments this year than last year.

* *

The Potters' Co Operative Co. will have a new special white ware catalogue ready for the trade within a few weeks. This will be followed by another catalogue of general decorated ware and premium goods. The mail list for both is now being formed.

* *

A number of changes will be made in the sales and office forces of this district at the end of the year. In at least two instances pottery manufacturers are looking for more salesmen; although whether these mean increases to the road forces or not is not known.

* *

Six salesmen of the Harker Pottery Co. who have been at the home office for a week or ten days getting their 1911 lines ready have returned to their respective States—viz., R. N. Penland, traveling Tennessee; J. W. Roberts, Oklahoma; J. F. Cochran, Texas; J. W. Lightfoot, Illinois; Gus J. May, Kentucky; John Williams, Colorado. They were very much pleased with the creations for the new season.

* *

Although the season is a little late, there was an increase in inquiries for calendar plaques during the past week, and some good business on these lines is expected to be booked before December 1.

* *

There is no let-up in orders with the Homer Laughlin China Co. This concern is doing the heaviest business of its career. One of the best propositions of the fall with this house has been the several lines of salads. The jug lines have also been in demand, while the open stock dinner patterns have had a remarkable sale. Much interest is manifested in the new dinner shape which the Laughlin salesmen will show for 1911 trade.

* *

Inquiries are being received by manufacturers from department store buyers concerning "special sale" propositions for January. One buyer has made

inquiry about furnishing 2,000 dozen open stock plates and teas for late December delivery.



Stephen Meagher, who was one of the **Trenton.** organizers and also treasurer of the Acme Pottery Co, retired from that concern last week. His place has been filled by James A. Dorety, Jr., who will hereafter be associated with his father in the business. Mr. Meagher, who has not been enjoying the best of health for some time, has not announced his plans for the future. The Acme plant has resumed operations after the brief shut-down which the dissolution of the firm necessitated.

* *

The Trenton Potteries Co. is receiving bids on a new one-story brick boiler and engine house to be added to its plant on Muirheid street. The new addition will cost about \$6,000.

* *

Reuben McDevitt of this city will go as one of the representatives of the National Brotherhood of Operative Potters to the convention of the American Federation of Labor which will convene in St. Louis next Monday. The other delegate from the potters will be President Thomas B. Duffy, who goes by virtue of his office.

* *

Something entirely new in decoration will be shown by the Tatler Decorating Co. around the first of the year.

* *

A number of new dinner and toilet shapes are being designed by local manufacturers and will be ready for display a little later on.



Trade with the Mayer Pottery **Beaver Falls, Pa.** Co. is excellent. One of the pioneers in the manufacturing of vitreous hotel ware, they are in the front rank as producers of these goods. Some excellent open stock treatments are being shown, and a number of new patterns will be ready for January buyers.



LOUIS WOLF & CO. IN NEW QUARTERS.

IN another part of this issue Louis Wolf & Co. announce their removal to 221-227 Fourth avenue, this city, where they have taken the third floor in the American Woolen Building.

The new quarters contain more than double the floor area of the old, and as their lines have been considerably augmented the additional space will be utilized in displaying the new samples. The many windows give the place a very light and airy appearance.

The showrooms and offices have been fitted up in the most approved modern fashion, and an elaborately-furnished buyers' reception room is a most commendable innovation. This is located immediately in front of the elevators. It is a large square room with a tiled floor and marble-paneled walls, while the elevator doors are in art bronze.

The new spring lines are rapidly being installed, and, judging from the china now on display, will prove a magnet for buyers.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- J H Miller, of J H Miller Co, c, Huntington, W Va. Herald square.
- Thos H Tiddy, with Up-to-date Tea Co, c, g, Mt Carmel, Pa.
- C W McClure, of McClure Ten Cent Store, c, g, Atlanta, Ga.
- Mr Scheuer, of Scheuer Bros, c, Sandusky, O.
- Mr Graf, of Graf & Niemsnn, c, Pittsburgh.
- W C Whitney, with Minneapolis D G Co, t, Minneapolis. 454 Broome.
- J A McLeod, with D B Loveman Co, t, Chattanooga, Tenn. 40 W 22d.
- Henry Siegel, with Joel Gutman & Co, c, g, hf, Baltimore. 79 Grand.
- A P Lahr, of Lahr-Bacon Co, hf, t, Evansville, Ind. 684 Broadway.
- G H Coonrad, g, Rome, N Y.
- J C Beck, c, g, Jeffersonville, N Y.
- Mr Thornton, of Thornton Bros, c, g, Princeton, N J.
- Miss Stackhouse, with L Lehman & Co, g, Dover, N J.
- L D Thomas & Son, c, l, g, Carthage, N Y.
- S Allen, c, g, Haverstraw, N Y.
- Mr Farr, of Farr Hardware Co, c, g, Lawrence, Mass.

AN EXCELLENT COMMITTEE.

THE committee appointed to make arrangements for the annual banquet of the Pottery, Glass and Brass Salesmen's Association during Christmas week is as follows: Henry Endemann, chairman; W. W. Magee, C. H. Taylor, J. F. O'Gorman, R. E. L. Wells, H. P. Muirheid, W. S. Pitcairn and John Nixon.

A meeting of the Association will be held Nov. 18 for the purpose of nominating officers and directors for 1911. At this meeting also the amendments to the by-laws providing for one, two and three year directors and the admission of associate members will be voted on.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Some of the glass jobbers here do not hesitate to express the opinion that sooner or later the manufacturers will announce the selling of some lines of tumblers at spot list prices. Since the early part of the summer buyers have noted the upward tendency, and to-day the manufacturers are so busy on tumbler orders that they are crowding themselves to make prompt shipments. Within the past fortnight local jobbers have been thinking of the future and have not hesitated to place liberal business. Whether or not the discount of five per cent will be eliminated after January 1 remains to be seen, but there is certainly an effort on the part of some buyers to get in early.

Since the Star City Glass Co. started to make globes in connection with its chimney line the factory at Star City has had to enlarge its working capacity. The sales department of this plant is in charge of William Patterson, who while in Pittsburgh this week announced that he would have another exhibit at the Ft. Pitt Hotel in January.

The Silicon Glass Co. is showing a new line of jelly tumblers, and announces that good sales are still being made on these lines.

The United States Glass Co. is making a decided hit this season with its etched monogram goods. Dealers are not compelled to pay for the dies. The monograms are placed on the tumblers, stemware and plates as ordered; thus the dealer is not obliged to load up with a lot of goods which he might not have a call for with the "wrong" letter on. There are several forms of letters to select from.

Johnson Bros., one of the largest bar line jobbers in Western Pennsylvania, have been compelled to seek larger quarters, and this week removed to 122 Fourth avenue, where they will have greatly increased facilities.

The new plant of the Ripley Glass Co. at Connelville, Pa., is the longest glass factory in this

locality, being over 700 feet in length. The plant is also one of the first to possess continuous lehrs. Conrad Schumacher has been employed as factory manager.

There is quite a "war" among the sellers of bar goods in this city and the immediate district. One jobber reports that another started the trouble by selling goods for only the jobbers' differential as his commission. Some interesting developments are expected if present conditions exist very long.

The tendency of department store buyers throughout the country is to maintain a liberal stock of glassware cut on light blanks. Heavy cut goods have not been selling as readily this year as in past seasons.

Etched glassware is having a better sale now than for years, some of the higher-priced lines experiencing an exceptionally heavy run.

More new lines will be shown than ever before when the glass show opens here in January. The manufacturers are busy getting them ready; but, as in past seasons, are not saying anything in advance. That a number of new colonial effects will be shown is generally conceded.

Among the buyers in the district during the past week were Charles Lang with Kinney & Levan, Cleveland; B. O. Chapman, with Ogden, Merrill & Greer, St. Paul; Mr. Hinrichs, with Omaha (Neb.) Crockery Co.

Western newspapers are said to be buying very liberally of the heavier cut glass lines for premium purposes.

Manufacturers report large orders for thin edge tumblers. The heavier tumbler lines are in considerably less favor.

W. J. Dillon and W. I. Campbell, who cover the Southwest for the United States Glass Co., have returned from their fall trips, and will probably not go over the territory again this season. The other sales-

men for this company are also coming home one by one.

Confectioners have started to buy their glass lines, and the soda fountain supply houses have been making inquiries about special glass offerings for next season. Both these branches have been increasing their orders annually.



Glass manufacturers here are very busy, and a shortage of cutters is being experienced. Additional help is expected to arrive here this week from the East.

Automobile lenses are being produced by the H. C. Fry Glass Co., and some heavy business has been obtained. The company is also very busy on pressed blanks, the business in which has grown steadily.

With the Rochester Cut Glass Co. sales for this fall will surpass all previous records. Several new cuttings on the tumblers and sherbet lines are being shown. Orders are liberal, and shipments are being made promptly.

At the plant of the Rochester Tumbler Co. operations are continuing with fires under two furnaces. More workmen are being constantly added, and within a short while it is expected the plant will be working as of yore.



An effort has been started here to place in operation the old Crystal glass plant, formerly owned by the National Glass Co. The National Insulator Co. of Pittsburg is interested, and the local board of trade has appointed a committee to bring the new proposition to a head.

BUSINESS BRIEFS.

Irving DeLong has opened a five- and ten-cent store at Allentown, Pa.

* *

J. H. Richmond will open a crockery store in Randolph, Vt., in a short time.

* *

A branch store of the Woolworth Syndicate was opened last week at Keene, N. H.

* *

The Grand five- and ten-cent store syndicate has opened a branch store at New Haven, Conn.

* *

J. Leachman & Son will open a five- and ten-cent store at 1417 Washington avenue, Minneapolis.

*

The United Five and Ten Cents Stores Co. are

about to open a branch at 8 and 10 West 125th street, this city.

* *

C. L. Luke has added china and cut glass to the other lines he carries in his store at Popejoy, Ia.

* *

A new five- and ten-cent store will soon be opened on Lake street, near Cedar avenue, Minneapolis.

* *

August L. Gauthier, Waterbury, Ct., has been incorporated to deal in china, glass, silverware, etc.

* *

George Walton, who has been in this city on a buying trip, will open a five- and ten-cent store shortly in Daytona, Fla.

* *

The Queen City China Co. had a very successful opening of their retail store last week at 317 West Okmulgee street, Muskogee, Okla.

* *

It is reported that a five and ten cent store will be opened by McCrory & Co. extending from Fifth avenue to Diamond street, Pittsburgh.

* *

Birmingham, Ala., is soon to have an exclusive china store. It will be called "China Hall," and will be located at 103 North Twentieth street.

* *

George H. Farquharson is about to open another five, ten and twenty-five cent store in Oneonta, N. Y., which he will conduct in conjunction with his present one already there.

EVERYTHING DECORATED NOWADAYS

THE decoration of pottery has been so greatly facilitated by modern methods in recent years as to bring some very artistic ware within the reach of modern incomes. When interviewed in regard to this progress a few days ago, James Lawson, secretary of the Tatler Decorating Co., Trenton, said:

"The work that formerly required several days for a man to do can now be done by the improved methods dozens of times in the same period. The most expensive kinds of hand painting can be imitated, and even surpassed in the judgment of the average purchaser, at a cost that is trifling in comparison. Of course, the highest grade of hand work by first-class artists cannot be reproduced by any mechanical means, but the majority of purchasers would rather have the mechanical decorations of the modern sort than the carefully-studied hand painting. These decorations are even made to resemble the crispness of water-color work when desired.

"Much ware is imported from France and Germany for decoration here. The demand for it is great enough to warrant us in buying it in large quantities

for decoration, despite the high tariff. We also decorate some of the superior grades of Trenton pottery. The air brush, together with the decalcomanie process of transferring designs from paper to the ware, make the possession of rich and handsome pottery possible to the person of small means nowadays, because in former years the cost of decoration has been a greater consideration, by far, than the cost of the naked ware. The bringing down of the cost of decoration has cut the price of pottery so greatly that the masses of the people have been greatly benefited. The paper designs are bought in lots of 1,500 sheets with exclusive right to their use. All designs of merit are imitated, however, and the producer aims to get his goods on the market in large quantities before anyone has time to copy them rather than to spend the amount of money that would be necessary if he should attempt to run down the infringers of copyrighted designs. If a man gets a good idea in decoration that suits him better than what he can buy ready-made he is likely to go ahead and produce it without waiting to have it copyrighted, as that seems to be but a scanty protection in these days."

SIXTY PIECES WORTH \$750,000.

IT is neither ennobling, inspiring nor exciting to watch a man wash dishes; but it was certainly fascinating to watch H. Hartley, a millionaire collector from London, gently swabbing a small hand-mop of fine linen over sixty pieces of rare china, the total value of which reached \$750,000.

Hartley, who has been a collector for years, was recently at the Waldorf-Astoria arranging his rare and valuable examples of the art of a bygone age for the inspection of three or four of the city's wealthiest collectors, including J. Pierpont Morgan.

The collection, placed in the white and gold room, was under guard of four private detectives. The door was kept locked, and to gain admittance one had to give a prescribed form of knock. Then there was the sound of sliding bolts, and the door was opened a few inches. Not until recognition occurred was entrance given. As soon as the privileged visitor entered the room the door was quickly closed and locked.

These precautions were necessary, for many of the pieces were small enough to be concealed in an overcoat pocket, and it would have been easy for a clever sneak thief, were the room not so carefully guarded, to make a haul of \$100,000 and walk calmly out without attracting undue attention.

Grouped together on a plain wooden table was a collection of vases, many of them as old as the fourteenth century and none more modern than the early seventeenth century. Hartley rated them at \$400,000. One of the most beautiful pieces was a ginger jar in blue and white. There are only eight of these jars left in the world. At least, the dealers say so. Of

that number Morgan owns four. The Duveens, now in trouble with the Federal Government, recently bought a jar similar to Hartley's and paid 5,500 guineas for it. Hartley values his at a slightly higher figure.

To a person neither dealer nor connoisseur by far the most beautiful thing in the room was a tea set in famille-noir ware. The combination of black, dark green and red, with just a trace of gold to relieve the sombreness, was striking. The set consists of four cups and saucers, two plates and two bowls, and the cups have no handles. The value is only \$75,000. At that price even a millionaire hostess might be excused for having some trepidation when the awkward man who always breaks things picked up one of these crudely-shaped cups to sip his tea.

The most hideous thing in the room, as well as the oldest, was a Chinese war god, seated with legs spread wide, his fists firmly clenched and an expression on his face such as might be worn by a car hog whose corns had been crushed by a vengeful woman with a French heel.

The resplendent gamecock held a high place in Chinese art long before a modern poet dreamed of chanticleer. Two examples show that even as early as the sixteenth century he looked about the same as he does to-day. He had the same proud strut and the same bright-colored plumage. The porcelain reproductions are lifelike in their modelling and coloring.

As everything in the collection is more than a hundred years old, all were admitted to the country duty free; but they had to be sent here several months in advance to let a Government expert examine each piece carefully to determine whether it was really an antique. The collection is insured up to its full value.

The blue and white ginger jar, Hartley said, was brought to England by a sailor before the mast, who had bought it from a coolie in Shanghai for a few shillings. The sailor used it all the way across for a tobacco jar to keep his navy plug from being affected by the salt water. It received the roughest kind of treatment in the forecastle, but its beautifully glazed surface was not marred. A dealer bought it from the sailor for the Shanghai price and sold it at an enormous advance.

DISCOUNTS.

THE custom of discounting bills has a double advantage. It effects a saving in the original cost which may be applied to offset discounts granted to others in the course of business, and it establishes confidence with all from whom credit is required. The man who discounts his bills regularly is always in a position to get close figures upon the purchase of supplies. After the habit of anticipating payments is once formed, it is just as easy, in most cases, to discount as to find the money and pay bills at sixty days.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
November 8, 1910.

ANTWERP

5	package earthenware	Frank & DeKeyser
10	" "	J Wygand & Co
13	" toys	Strobel & Wilken Co
75	" "	Miscellaneous Orders

BREMEN

33	packages glassware	L Straus & Sons
16	" "	Eimer & Amend
3	" "	A Steinhardt & Bro
2	" "	Knauth, Nachod & Kuhne
8	" "	Bawo & Dotter
120	" "	Strobel & Wilken Co
412	" "	Miscellaneous Orders
7	" chinaware	C E Wheelock & Co
132	" earthenware	Geo Borgfeldt & Co
10	" "	Froeber & Vollrath
97	" "	Knauth, Nachod & Kuhne
56	" "	Karl Hutter
8	" "	Bawo & Dotter
43	" "	H Kupper
118	" "	Strobel & Wilken Co
154	" "	Miscellaneous Orders
1,271	" toys	Geo Borgfeldt & Co
8	" "	F A O Schwartz
46	" "	A Steinhardt & Bros
219	" "	Samstag & Hilder Bros
392	" "	F W Woolworth
14	" "	Bawo & Dotter
26	" "	Geo H Eowman Co
2	" "	L H Mace & Co
487	" "	Strobel & Wilken Co
1,135	" "	Miscellaneous Orders

HAMBURG

52	packages glassware	Fensterer & Ruhe
6	" "	F Euler & Co
61	" "	Kmy-Scheerer Co
5	" "	W R Noe & Sons
172	" "	Eimer & Amend
16	" "	L Straus & Sons
82	" "	Strobel & Wilken Co
107	" "	Miscellaneous Orders
110	" earthenware	Geo Borgfeldt & Co
38	" "	Lazarus & Rosenfeld
26	" "	O Goetz
23	" "	J Palme
6	" "	H Kupper
20	" "	B Illfelder & Co
5	" "	Knauth, Nachod & Kuhne
67	" "	Strobel & Wilken Co
64	" "	Miscellaneous Orders
116	" chinaware	Bawo & Dotter
2	" "	Geo Borgfeldt & Co
220	" "	C E Wheelock & Co
178	" toys	B Illfelder & Co
2	" "	Samstag & Hilder Bros
126	" "	F W Woolworth & Co
12	" "	Knauth, Nachod & Kuhne
136	" "	Strobel & Wilken Co
328	" "	Miscellaneous Orders

FIUME

9	packages glassware	J Palme
5	" "	Bawo & Dotter
20	" "	Koscherak Bros
51	" "	L Straus & Sons
1	" "	Miscellaneous Orders

ROTTERDAM

34	packages earthenware	Geo Borgfeldt & Co
54	" "	Bawo & Dotter
2	" toys	Samstag & Hilder Bros
4	" "	R H Macy & Co
217	" "	Miscellaneous Orders

HAVRE

53	package chinaware	Theodore Haviland & Co
5	" "	Miscellaneous Orders
2	" earthenware	Bawo & Dotter
78	" glassware	E Utard
3	" "	Miscellaneous Orders

LIVERPOOL

5	packages earthenware	The Rowland & Marsellus Co
13	" "	Maddock & Miller
19	" "	R Slimmon & Co
12	" "	W S Pitcairn
11	" "	Meakin & Ridgway
2	" "	H C Edmiston
6	" "	Fondeville & Van Iderstine
7	" "	E Boote
2	" "	Ed Butler
9	" "	L Straus & Sons
5	" "	Strobel & Wilken Co
21	" "	Miscellaneous Orders
36	" toys	Geo Borgfeldt & Co
26	" "	Strobel & Wilken Co

GLASGOW

4	packages earthenware	W S Pitcairn
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LONDON

19	packages toys	Geo Borgfeldt & Co
15	" "	Strobel & Wilken Co

TRIESTE

294	packages glassware	A L Crawford
2	" "	Miscellaneous Orders

SOUTHAMPTON

7	packages chinaware	Bawo & Dotter
11	" "	C L Dwenger
66	" "	H Kupper
23	" "	Vogt & Dose
24	" "	H R Churchill
17	" "	H Creange
31	" "	Wm Guerin & Co
12	" "	Ceramic Importing Co
110	" "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

12	packages earthenware	Jones, McDuffee & Stratton Co
23	" "	A W Chesterton
1	" "	R F Downing & Co
7	" "	Walter Kimball & Co
19	" "	Mitchell Voodbury & Co
8	" "	E Boote
1	" "	F W Miller & Co
33	" "	F H Griffin
10	" "	Miscellaneous Orders

ANTWERP

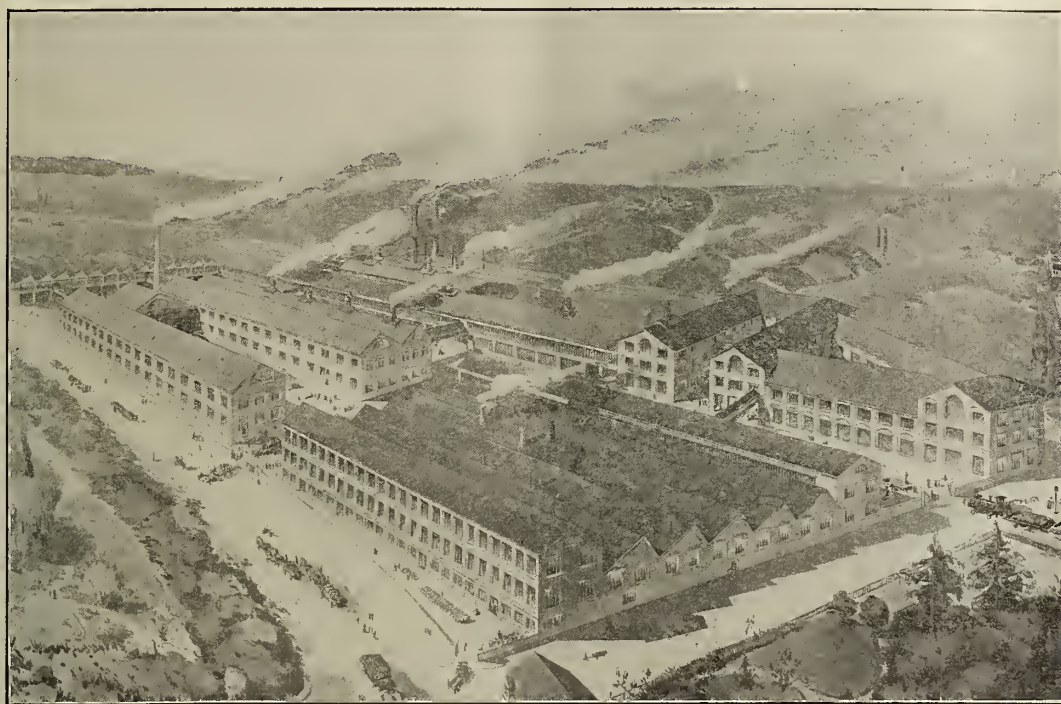
26	packages earthenware	Jones, McDuffee & Stratton Co
19	" "	L Wolf & Co
15	" "	Merchants Dispatch

YOKOHAMA

59	packages earthenware	Miscellaneous Orders
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TO POLISH GLASSWARE.

AN excellent and inexpensive glass cleaner will be found in the following: Procure some good powdered pumice stone from a hardware store and proceed by wetting the article all over. Then with the finger tips, already wet and dipped into the pumice (which will adhere), rub over lightly, taking care to keep moist all the while. Then rinse. The result will surprise you.



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,

25 Murray St., New York.

Grand Prix, Paris, 1900.

Hors Concours, Limoges, 1903.

Hors Concours, St. Louis, 1904.

THE COMPETITOR TO FEAR.

YOUR hardest competitor is not the man who under-sells you. Nor is he the man who underbuys you. But he may do both of these. The competitor you need most to fear is the man who uses brains plus system to keep things moving all along the line—always.

Competition is no longer so much a matter of price as it is a matter of brains.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

Manufacturers, Notice This!

THE advertiser, well known to the general trade, is desirous of obtaining four or five medium-priced distinctive lines to sell to the electrolier, fixture, jewelry and kindred trades throughout the country. I have a record of establishing an unknown article successfully in the market in a short length of time. All details furnished on application. Address C. and C., this office.

HELP WANTED.

WANTED—For 1911, four high grade pottery commission salesmen to travel in Ohio, Indiana, Michigan and Illinois. This is an exceptional offering, and men who can produce the goods can make good money. All letters confidential. Apply Box No. 783, East Liverpool, O.

WANTED—Two traveling salesmen for territory in Southern Iowa and Central Illinois, by old-established wholesale china and glassware house in Middle West. Pay salary, expense and commission. Applicants must have thorough knowledge of china, glass and lamp line. Good reference is required. Give experience with application. Address QUEENSWARE, this office.

SITUATIONS WANTED.

WANTED—Position as traveling representative by a high-class man of years' experience and standing with the best houses of the country in glass or kindred lines, particularly cut glass. After January 1, 1911. Address Box 732, this office.

SALESMAN with years of experience and established trade in import china, dinnerware and kindred lines open for territory January 1st, 1911. Middle West and West preferred. Address Box 733, this office.

WELL-KNOWN lamp salesman would like to represent an A 1 manufacturer of lamps, lamp goods, portables, etc., from January 1st, 1911 Metropolitan territory preferred. Address Box 734, this office.

BUSINESS OPPORTUNITIES.

WANTED—A competent young man not over thirty-five years of age, thoroughly conversant with the crockery, china and housefurnishing business, as salesman for an old-established business handling the largest and best trade in the city. Must have \$5,000 to \$10,000 to enter corporation. Location of store considered one of the best. Long lease. In one of the most promising, active cities on the California Coast. This is a wonderful opportunity for a sober and competent man with good references. State age, experience, whether married, and give references with inquiry addressed to CALIFORNIA, this office.

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NEW YORK, NOV. 17, 1910.

THE CONDITION OF BUSINESS.



While business conditions are little changed since our last report, there is a slight stimulation in sales owing to buyers who are taking advantage of their last opportunity to "fill in." The feeling is general throughout the District that there will be a number of orders placed in the immediate future.

Trade is brisk with the lamp houses. The last call has been sounded by many firms in the matter of prompt delivery; but buyers can still find certain places where they can be accommodated. However, there is no time to spare in ordering goods wanted for the Christmas trade.

The gas and electric fixture houses are also busy. They are not doing the business expected some time ago, but are satisfied, and look forward to better conditions after the first of the year.

Travelers are meeting with good success at this time. Some exceedingly good reports have been received from Canada and northwesterly points. Many of the road men will return soon to spend the holidays with their families, but will be sent out again immediately after the first of the year.

The representatives of domestic factories, both in the glassware and crockery lines, would do a land office business if they could make early deliveries. These houses report many disappointed buyers.

Retail trade is good throughout the country. Reports from out-of-town points indicate that the stores are preparing for a heavy business. This week will mark the commencement of Christmas preparations in the larger establishments. Owing to the expressmen's strike, retailers have been requesting customers to attend to their own deliveries, and this naturally has resulted in the loss of numerous sales. Now that the trouble is over, things are assuming a brighter aspect.



Potteries here continue to keep busy. **Trenton.** Dinnerware is selling well, the demand exceeding that for all other lines. Plenty of business is being received by mail, while the immediate orders from some of the department store buyers are unusually big. Judging from present indications, November shipments will exceed those of the same month last year.



East Liverpool and Vicinity.

Business is exceptionally good among the Western potteries, but manufacturers as a rule are complaining about collections. It is said by a number of manufacturers that shipments are far greater than the daily collections. There is a hurry to get deliveries off promptly, and the plants are working to capacity.

Pittsburgh and Vicinity. All the glass factories have a heavy volume of orders, and there is no question but that every plant will be run to capacity during the balance of the year. Work on new lines is progressing favorably, and some patterns are now ready.

Steubenville, O. There is no lack of orders with pottery manufacturers in this part of the Ohio Valley. The plants here and at Toronto are working full time, and the amount of business on the books assures steady operations throughout the remainder of the year.

DEATH OF JAMES TAMS.

JAMES TAMS, president of the Greenwood Pottery Co., and the oldest manufacturing potter in the United States in point of continuous activity, died Saturday, Nov. 12, aged sixty-six.

Mr. Tams was born in Staffordshire, England, and came to this country with his father, William Tams, in 1861. The father took possession of an old



JAMES TAMS.

carriage shop on the site of the present main plant of the Greenwood Pottery Co. and it was here in a modest way that the first ware was turned out.

After spending some time in the Greenwood plant, James Tams went to England in 1864. He married there, and in the following year he returned to Trenton. In the meantime his father had associated

with him J. P. Stevens and Charles Brearley. It was for this firm that James Tams went to work in 1865. At the death of his father the following year, James Tams bought his stock, and the Greenwood Pottery was conducted by Brearley, Stevens & Tams.

With the advent of James Tams new life was infused into the concern. William Tams had found it unprofitable to make bone china, but James staked his all on the production of a ware that would lift this country to a materially higher plane in the pottery world. As soon as practicable, the manufacturing of the C. C., P. G. and white granite was discontinued at the Greenwood, and in its stead came forth the first of this country's vitrified ware. Jobbers refused to handle it, and Mr. Tams met discouragement on every side. He went personally to the hotels with his samples and finally induced the proprietors to take some of the ware on trial. The rest was easy, and before long the jobbers were glad to take it on. The two kilns of the plant were soon inadequate to supply the demand.

John O'Gorman died Sunday evening at his residence, 86 Pearl street, New Haven, Conn., after an illness of but a few days, of cerebral hemorrhage. Mr. O'Gorman, who was seventy-six years of age, went to New Haven in 1864, driving all the way from Burlington, Vt., his former home. He established a crockery and glass business on Clay street, and at one time sent out a number of peddler wagons through the country thereabouts. In the early seventies he built the "O'Gorman block" at Grand and Blatchley avenue, by far the most pretentious business structure planned for that part of the town up to that time. He later moved his business to State street and added teas and coffees to his stock. He retired from the crockery business about seven years ago, when he sold the building where the store was located, but continued the tea business up to the first of this month. He suffered a slight stroke in July, but after a few days was about again as usual and continued in good health up to about a week ago. His death comes as a great shock to a wide circle of friends. He is survived by his widow, a daughter, Mary E., and a son, Joseph F., the well known secretary of the Salesmen's Association, this city. The funeral was held Wednesday morning with a solemn high mass of requiem at St. Mary's Church at nine o'clock. Interment was in the family plot in Lawrence cemetery.

The sympathy of the trade will go out in large measure to "Joe" O'Gorman, as he is affectionately known. The death of his father, following so closely upon that of his son, which was preceded by the demise of a sister about two years ago, has filled his cup with affliction.

John L. Daunenhofter, glass manufacturer, died Nov. 14, at his home, 1518 Greene avenue, Brooklyn, of pneumonia, after an illness of three weeks. He was born in Brooklyn thirty-nine years ago, and had,

with his brother, Nicholas L., succeeded their father, who had been for forty-one years a glass manufacturer on Himrod street.

Arthur W. Caziarc, a former well-known crockery salesman, died at his home in New York last Saturday, aged about sixty-three. The funeral was held on Tuesday, and was attended by a number of crockery and glass men from the District. Fifteen years ago Mr. Caziarc was rated as one of the best crockery salesmen in the country. He was noted for his unusual ability to get large orders out of small towns, and it was a common thing for him to simply write a customer that a new pattern had just been received and that an order had been sent to the factory to ship him so many crates. The shipment was invariably accepted. During his career he was connected with a number of prominent houses in the District, among which were the old firm of J. H. Pierce & Robertson, Wm. S. Pitcairn, Robt. Slimmon & Co., John Davison and Edw. Boote. He was a member of the Pottery, Glass and Brass Salesmen's Association.

John La Farge, the great artist who passed away this week, was a painter of renown before chance made him prominent in the world of glass. His health was poor, and he found that the decorative arts, and particularly the making of stained glass windows, was better for him than the confinement of studio work. He was from the start a colorist, and the restrictions of stained glass work, as it then existed, gave him no scope for the expression of his color ideas. This sense of restriction led him to make certain experiments with opalescent glass, and with the fusing of glass instead of leading; and these experiments, ending as they did in signal triumph, made of La Farge an absolute revolutionizer of church decoration.

Oscar H. Schroeder, forty-six years old, died at the Deaconess Hospital, Evansville, Ind., Nov. 12th. Mr. Schroeder had been employed at the Crown Pottery as a kilnman for the last twenty-five years.

BUSINESS BRIEFS.

W. Elroy Church, Medford, Ore., has retired from the crockery business.

* *

P. A. Finley has opened a five and ten cent establishment in Saratoga Springs, N. Y.

* *

Adolph Besner, dealer in crockery at 63 Avenue C, this city, has made an assignment to Leopold Freeman.

* *

James L. Sinclair, Medford, Mass., housefurnishings and general hardware, is about to put in a line of fancy china.

* *

The Trenton N. J., Chamber of Commerce has

received an inquiry from the Levien Cut Glass Co., Jeannette, Pa., concerning the advantages and possible inducement for the location of one of the Levien factories in that city.

* *

The first and second floors of the Offerman building, Fulton, Bridge and Duffield streets, Brooklyn, have been leased by Silsbee & Sons and are being fitted up as a restaurant. About \$75,000 will be expended on alterations, which will be completed by January 15, 1911. The Offerman building was formerly occupied by the department store of Jos. H. Bauland Co. and later by the Chapman Co. The ill-fated Darlington Dry Goods Co. leased the place a few years ago, but plunged into bankruptcy before the opening day arrived.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

Carl Lustig, c, Walden, N Y.

C E Hanson, with Robinson Furn Co, c, DuBois, Pa.

M H Monheim, with "The Famous," St Louis.

Mr Rowe, of Laurens & Rowe, Oneonta, N Y.

W R Covington, of Covington & Peyton, c, Charlottesville, Va.

J V E Vanderhoef, with Woodhull & Martin, Plainfield, N J.

Wm Mohr hf, Newburgh, N Y.

A A Sprague, with Howland D G Co, t, c, Bridgeport, Ct. 75 Spring.

Mr Burr, of S E Burr Hdw Co, Bordentown, N J.

L Brosseau, with Shartenburg & Robinson, hf, New Haven. 75 Spring.

M C Meyers, with Miller. Rhoads & Swartz, hf, c, Norfolk, Va. 320 Church.

W E Grady, with Columbus Mdse Co, t, c, Columbus, O. Breslin.

Thos A Neely, with Boggs & Buhl, c, g, Pittsburgh. 31 Union square.

J H Lanham, of J H Lanham & Sons, hf, t, Rome, Ga. 434 Broadway.

P A Merkland, with Sears-Roebuck & Co, c, g, Chicago. 438 Broadway.

D Wallace, of Forbes & Wallace, c, s, Springfield, Mass. 2 Walker.

T C Bunch, with Wm Hengerer Co, s, Buffalo. 214 Church.

E P Damon, with Hens-Kelly Co, t, Buffalo. 214 Church.

Sam Averill, with Jordan-Marsh Co, l, g, Boston. 31 Union square.

Ed Wild, of Wild & Rohn, c, g, Milwaukee. Gilsey House.

Edw J Krause, c, Lebanon, Pa.

Carl Meyer, with Lewis & Neblett, c, g, Cincinnati.

Geo Warwick, of O H Warwick & Sons, c, St John. N B. Herald square.

C H Watson, of C H Watson & Co, c, Saginaw, Mich.

J F G Fisher, of Fisher, Bruce & Co, c, Philadelphia

R M Wright, c, g, Van Dyk Furn Co, Paterson, N J

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

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TEL. 5092 BARCLAY.MECHANICAL DEPT.,
TEL. 5086 BARCLAY.

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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 17, 1910.

OUR telephone numbers have been changed. Hereafter the call for the editorial rooms and business office will be 5092 Barclay; the mechanical department 5086 Barclay.

THE CHRISTMAS SHOW WINDOW.

AN extra amount of time and money should be devoted to the Christmas trim. The Yuletide window is exceptional for several reasons. In the first place, a scheme that is too striking and attention-absorbing is not a good thing to employ. The trim should be constructed to give prominence to a number of articles, and not strive to centre the attention of the holiday shopper on one or two specialties.

The window displays of many stores are constructed on the theory that if they succeed in bringing a customer into the establishment they serve their purpose, and it is up to the salesperson to do the rest. This is wrong. The display that is carefully made and neatly ticketed should sell goods without any other aid.

Too often the window is used as a lure to get the public in the store. Articles are taken from very much depleted stock and marked at a bargain price. The storekeeper who makes this kind of a display is under the mistaken impression that the mere statement that he is "all out" of the goods will pacify the customer, and leave her receptive for something like it, but higher-priced. It does not. It makes her mad, and fosters a feeling of distrust in the store and

its goods. It is always good policy to put in a window only that of which there is a generous stock.

Show plenty of goods in the holiday window. It is better to run the chance of overcrowding than to have the Christmas trim look bare.

Keep the window illuminated at night, where the possibilities of sufficient people passing warrant the expense.

The merchant should have plenty of new stock, but will make a mistake if he features this too strongly to the exclusion of regular lines. This season furnishes the opportunity to clean out some of the dust-collectors, and these should be spruced up and attractively displayed.

A simple and effective lattice screen for a background can be made with very little trouble or expense. Measure the width and height of the window and construct a frame of plain, unpainted wood. Take into consideration the height of the tallest article in your trim, so that the screen will hide it from the store. Cover the frame with crepe paper. Now cut strips of white, purple and red crepe paper about an inch and a half wide, and long enough to reach the entire width of the frame. Secure these alternately as to colors to the frame about an inch or more apart. After this is completed run another series of strips in the same manner from the top to bottom of the frame-work. The effect of this simple background is very pretty. Sprigs of holly inserted at intervals in this screen will enhance the beauty of it considerably.

"Snow" should be carefully used. A little of it goes a long way, and a too liberal employment will spoil the effect entirely.

It is not generally desirable to have more than one article of the same kind in a window where the article in itself is large—such as hanging fixtures or portables. However, where a balanced effect cannot otherwise be obtained, it is admissible.

Different sized boxes covered with plush falling in graceful folds make admirable stands. Another good stand is made by supporting a sheet of plate glass on four glass vases or candlesticks.

ENTER GREENHUT-SIEGEL-COOPER CO.

THE proposed consolidation of Greenhut & Co. and Siegel-Cooper Co. is no longer a mere rumor. Arrangements have been made to combine the two companies in one corporation to be known as the Greenhut-Siegel-Cooper Co., with a capital stock paid in of \$6,000,000. The officers will be as follows: Joseph B. Greenhut, president; Henry Morgenthau, Jerome Siegel and William H. Cooper, vice presidents, and Benedict J. Greenhut, secretary and treasurer. The directors will be Joseph B. Greenhut, Benedict J. Greenhut, Nelson W. Greenhut, Henry Morgenthau, Jerome Siegel, William H. Cooper, Benjamin Hillman, Frank C. Cadden and E. R. Wolfner.

It is reported on good authority that a radical change will be made in both stores the first of the year. The present Greenhut store, it is said, will be devoted entirely to household goods, while the Siegel-Cooper store will carry the dry goods and allied lines. The china, glass, lamps and art goods will probably be transferred from the latter to the main floor of the present Greenhut store.

PERSONAL.

THE old adage, "Everything comes to him who waits," has been exemplified in a recent court decision by which Walter S. Adams, well known as a former buyer of china and glass, becomes the possessor of the North Carolina copper mines after ten years of litigation with the Westfelt heirs. This information will be interesting to a number of people in the District, particularly those who were interested in copper a few years ago. Mr. Adams is to be congratulated.



Miss Hattie Krumholz, formerly assistant in the china and glass department of Marshall Field & Co., Chicago, was an office visitor last week upon her return from a recent European trip. She had been abroad about seven months, during which she visited the various French factories, as well as the Royal Copenhagen, Berlin, and other European establishments. She also made an extensive trip through the English pottery district. She says that a general feeling of satisfaction prevails in the manufacturing centers. Miss Krumholz has had a wide experience in the trade, especially in high-grade china lines, and it is her desire to become connected with some importing firm here as buyer or as a member of the selling staff.



Hugo Hamburger has engaged with John Bing, the new importer who has just opened at 381 Fourth avenue. Mr. Hamburger's large acquaintance with buyers in the doll line will prove of advantage to the firm.



Homer F. Hunt has engaged with Louis Wolf & Co. to travel New England, and left on Tuesday for his initial trip. When not on the road his headquarters will be in the Boston salesrooms.



Mr. and Mrs. Samuel P. Alpaugh, of Martin's Ferry, O., are visiting in Trenton, N. J. Mr. Alpaugh is secretary-treasurer of the Riverside Pottery Co., Wheeling, W. Va.



Geo. B. Jones, of Johnson Bros., Hanley, England, returned to the District on Monday after an absence of eight weeks on a trip that took him to the Pacific

coast. He reports that business conditions are fair throughout the West, although in San Francisco retail business was quiet.



Lindsley Haviland, of Haviland & Abbot, came back to the District last Saturday and left again Monday to spend about three weeks finishing up his territory.



Louis F. Hinman, New York manager for Theodore Haviland & Co., is recovering nicely from the operation which he recently underwent at the Memorial Hospital, Orange, N. J. He is expected to be back at headquarters in about two weeks.



Chester Marble Ross, of the Hawkes Cut Glass Co., Corning, N. Y., passed through the city last week on his return trip from an extended business visit through the South.



Noah B. Jewett, formerly basement manager for J. Lecour & Sons, Kankakee, Ill., has resigned his position.



J. F. Kearney, for the past eight years china and housefurnishing buyer for the Pantan & White Co., Duluth, Minn., will shortly open a general merchandise store in Virginia, Minn.



H. S. Clarke, with Robt. Slimmon & Co., returned to the District Wednesday from an extended trip through the Middle West. He will depart on a short trip next week.



Fred W. Sinclair returned to headquarters Tuesday after three months in the Middle West for Geo. F. Bassett & Co. This was Mr. Sinclair's first trip on the road for four years, and the District looked good to him when he got back.



W. S. Pitcairn sailed Tuesday, per the "Lusitania," on one of his hurried European trips. He expects to be home December 10.



T. A. McNichol, who is now china buyer for Maxwell & Co., Fifth avenue, Brooklyn, was formerly with S. Baker & Co., Kingston, N. Y., and later with S. P. Dunham & Co., Trenton, N. J.



William Murphy, of J. Morgan & Sons, who has been kept from his desk on account of illness, is not improving as rapidly as was hoped.



C. Herboth, of the Herboth Mercantile Co., St. Louis, Mo., made one of his rare visits to the trade this week. Since his concern has gone into housefurnishings to the extent it has he has not visited the

District, and his arrival was welcomed by many of his old friends here.



A. Gredelue, who is at present in Montreal, will "hit the home trail" as soon as his business there is cleaned up, and is expected to arrive here the early part of next week.



J. G. D'Olier, for more than twenty years glass buyer for W. H. Glenny & Co., Rochester, N. Y., has accepted a similar position with a Canadian firm, and enters upon his new duties next Monday. During the week he has been looking over the wholesale and retail markets in this city.



Leonard Stock, of Herman C. Kupper's selling staff, departed Sunday night for another round-up of orders.



Geo. Hamilton, of Furnivals, Ltd., returned to his District headquarters last Wednesday. He has been out about a month, traveling as far West as Denver.



F. S. Wood, formerly in charge of the hotel department of W. H. Glenny & Co., Rochester, N. Y., is booked to enter the service of Kinney & Levan, Cleveland, Jan. 1.



For the first time in almost thirty years, A. Herr, with Bawo & Dotter, will not spend his Thanksgiving in Pittsburgh, having returned to New York Wednesday.



Henry Creange is expected to return to his Barclay street headquarters next week.



Wilhelm Freidrich Meyer, proprietor of the forwarding agency of J. O. H. Heckeman, Bremen, arrived on the George Washington Thursday morning. He was accompanied by his son, Geo. Wilhelm, who will spend a year in this country familiarizing himself with American business methods and conditions.



John H. Roth, head of the firm of John H. Roth & Co., Peoria, Ill., returned from a two months' trip abroad Thursday morning on the George Washington. He left for home the same day, going via Pittsburgh.



O. L. Sutherland, one of Bassett's roadsters, graced the District with his presence Thursday, for the first time in four months. He expects to remain at headquarters the rest of the year.

ALCOHOL and whiting make a good silver polish which is also excellent for polishing plate glass or mirrors.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 15, 1910.

ANTWERP		
439 packages glassware	.....	B Gunttel
3 "	"	C J Dierckx
2 "	"	Graham & Zenger
2 "	"	A Berger & Co
453 "	"	Miscellaneous Orders
75 "	earthenware	G F Bassett & Co
31 "	"	E R Thieler
35 "	"	Bawo & Dotter
46 "	"	L Straus & Sons
6 "	"	Koscherak Bros
2 "	"	L D Bloch & Co
6 "	"	Strobel & Wilken Co
94 "	"	Miscellaneous Orders
14 "	toys	L H Mace & Co
8 "	"	C B Rouss
4 "	"	Frank & DeKeyser
15 "	"	Strobel & Wilken Co
56 "	"	Miscellaneous Orders

BORDEAUX		
21 packages chinaware	.....	Wm Guerin & Co
390 "	"	Haviland & Co
25 "	"	A G Momet
23 "	"	H R Churchill
21 "	"	L Straus & Sons
26 "	"	H Kupper
13 "	"	J H Venon
24 "	"	J Pouyat Co
80 "	"	Miscellaneous Orders

BREMEN		
59 packages earthenware	.....	Strobel & Wilken Co
10 "	chinaware	C E Wheelock & Co
510 "	toys	Strobel & Wilken Co
80 "	glassware	"

HAMBURG		
48 packages glassware	.....	Fensterer & Ruhe
11 "	"	Froeber & Vollrath
9 "	"	Kmy-Scheerer Co
38 "	"	J H Veron
3 "	"	Koscherak Bros
31 "	"	Knauth, Nachod & Kuhne
26 "	"	Eimer & Amend
8 "	"	F Euler & Co
96 "	"	Bawo & Dotter
4 "	"	Brown Bros
53 "	"	Strobel & Wilken Co
340 "	"	Miscellaneous Orders
19 "	chinaware	Bawo & Dotter
167 "	"	C E Wheelock & Co
33 "	"	Miscellaneous Orders
254 "	earthenware	Geo Borgfeldt & Co
7 "	"	Bawo & Dotter
26 "	"	J Palme
56 "	"	F W Woolworth
18 "	"	H Kupper
9 "	"	G F Bassett & Co
61 "	"	L D Bloch & Co
76 "	"	L Straus & Sons
11 "	"	F Bing & Co
30 "	"	Lazarus & Rosenfeld
3 "	"	Koscherak Bros
15 "	"	E R Thieler
40 "	"	Strobel & Wilken Co
215 "	"	Miscellaneous Orders
82 "	toys	B Illfelder & Co
4 "	"	G W Travers
22 "	"	Samstag & Hilder Bros
50 "	"	Knauth, Nachod & Kuhne
251 "	"	F W Woolworth & Co
4 "	"	C B Rouss
182 "	"	Strobel & Wilken Co
526 "	"	Miscellaneous Orders

Continued on page 24

Among the Potteries

East and West

For at least a couple of months
East Liverpool and the CROCKERY AND GLASS
Vicinity. JOURNAL has been constantly

advising dealers to anticipate their wants and get orders in early, on pain of being left. Those who did now see the wisdom of their action. Those who didn't heed our advice have only themselves to blame, for the potters are now head over heels in business, and many dealers who waited till the last moment will not get their goods in time for the holiday trade. One manufacturer, who was caught with his sleeves rolled up working in the decorating shop, said: "We don't know which way to turn." Some dealers are said to be willing to pay a premium for prompt delivery of orders before the holiday season.

* *

Last week W. C. Brown, of the sales department of the Potters' Co-Operative Co., with a gun and a costly dog "imported from Indiana" took French leave from business and went into the wilds of Belmont county. Not a word has been received since he left. But wait till he returns!

* *

As marked an innovation as the "Princess" dinner shape of the Smith-Phillips China Co. is their new toilet shape, shown for the first time this week, and which has been named "The Duchess." The ewer is a decided novelty, its height being considerably less than that of any ewer now on the market. Its capacity, however, is identical with that of the tall ewers generally in use. The shape is plain, thereby giving opportunity for new and distinctive decorative treatment.

*

The West End Pottery Co. will show many new specialties for 1911, and will make a feature of plaques, salads, jugs, and advertising novelties, while their dinner lines will be more attractive than ever. Samples of the new goods will be ready within a few days.

* *

The new dinner shape of the Homer Laughlin China Co., now being shown for January delivery, gives promise of being one of the best selling this company has ever produced. Pretty in design and

modern in treatment, it is no wonder that orders are already being placed. The company is doing an excellent business on all its lines, and because of its large capacity buyers are assured of early deliveries.

* *

Oriental treatments on domestic pottery proved a great success during the past year, and will be largely used the coming season.

* *

Several out-of-town pottery manufacturers will have exhibits in this city during January. Last year there were three at the New Thompson House. It is said this number will be considerably augmented this year.

* *

Letters are being received by local manufacturers from salesmen asking for consideration should vacancies occur in their sales departments in January. The majority of these applications are coming from the East.

* *

The Hall China Co. will show four new shapes in deep colored underglaze jugs for 1911.

* *

The Thompson Pottery Co. is doing an excellent business; in fact, this plant is being run every day in the year, Sundays and holidays excluded, to its capacity. Carload shipments are featured, combinations of white and yellow ware being made up from the same factory.

✕

Arrangements are being made for the **Trenton.** annual meeting of the American Ceramic Society, which will be held in this city next January. This will be the first time Trenton has entertained this organization in six years.

* *

Work is about to be started on a warehouse to cost \$40,000 for the Trenton Fire Clay and Porcelain Co. The structure is to be five stories in height, of brick, steel and concrete construction, and 125 x 60 in area.

* *

While alighting from a moving train at Elizabeth, N. J., where he has been employed for some time, Frederick Walker, a potter of this city, fell last Thurs-

day and was seriously injured. He is now confined in the General Hospital at Elizabeth.

* *

The Elite Pottery Co. has just awarded a contract for a one story addition to its plant, to cost \$1,100. The building will be 100 x 50 feet.



Every pottery here is working to the limit of capacity. Orders are exceptionally heavy. Underglaze blue specialties have been among the greatest selling propositions of the year.

* *

Frank A. Sebring, president of the Sebring Pottery Co., has returned to his desk after spending several weeks at Battle Creek, Mich., for his health.

* *

At the Limoges China Co. the office organization has not been completed. Frank Fowler, who has been in the warehouse department, assumed the management of the decorating shops Nov. 15. This is the only position filled out of the vacancies caused by the deplorable automobile accident. After the factory resumed operations following the death of the four officials, Fred Sebring went personally to the employees, and, telling them there was no "boss" over them, asked for the best of their services. The results have been little short of wonderful. In the decorating department the employees have been working like beavers, producing excellent results. "It was the little heart to heart talk that did it," said Mr. Sebring.

* *

The French China Co. is closing the heaviest business year since the plant was removed from East Liverpool. Open stock dinnerware, assortments and specialties have been the main features of this firm's production.

* *

The Oliver China Co. and the Sebring Pottery Co. are both running to capacity.

DON'T USE LONG WORDS.

THE Commercial Cable Co. and the Postal Telegraph Co. are arranging for a cut in cable rates on messages not in code. President Clarence H. Mackay, president of both companies, announces that if suitable arrangements can be made with the foreign governments which own the European telegraph lines the rate will come down from 25 cents for a word not more than fifteen letters in length to 12½ cents for every five letters sent.

The cable people believe that this will discourage the use of complicated codes, by means of which practically all commercial messages are now sent, and result in an increase in business generally. No reduction will be made in the case of code messages, which are difficult even for the most expert telegraph-

ers, and must frequently be repeated at the expense of the company for that reason.

SALESMEN'S DINNER DEC. 30.

THE committee appointed to arrange for the annual banquet of the Pottery, Glass and Brass Association have settled upon Friday, Dec. 30, at the Hotel Astor.

ONLY JAR OF ITS KIND.

HORACE WALPOLE told a lively story of an old porcelain vender who had an exceedingly rare and valuable jar on which he set an almost fabulous price. One hot summer a slight volcanic shock, such as the British occasionally experience, jogged his house about his ears and split his porcelain vase. To any ordinary mind the accident would have been calamitous, but the china seller rose superior to fortune. He doubled the price of the article immediately and advertised it as "the only jar in the world which had been cracked by an earthquake." Nothing very slow about that. Whether he got his money is not added, but certainly he deserved it.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Oct. 26, '10	Correspond- ing period 1909	Exports Jan. 1 to Oct. 26, '10	Correspond ing period 1909
Boston	853	315	6494	5372
New York	1248	864	7373	5367
Baltimore	1157	1383	11947	14938
Philadelphia. . . .	346	296	4840	3595
New Orleans.	332	224	2001	2104
Newport News . . .	21	83	204	1078
San Francisco . . .	90	56	93	236
Portland (Me.) . . .	....	....	1029	1885
Galveston	100	132	1401	1284
Portland (Or.) . . .	25	....	25	95
Inland Points . . .	100	141	1530	1044
Total	4272	3494	36937	36988

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Oct. 29, '10	Correspond- ing period 1909	Exports Jan 1 to Oct. 29, '10	Correspond ing period 1909
New York	158	163	7898	6926
Boston	70	89	6281	5165
Philadelphia.	82	72	4602	3948
Baltimore . . . . .	....	309	14717	15714
San Francisco . . .	....	....	244	193
New Orleans.	12	2	2176	2734
Portland (Me.) . . .	....	....	1943	1943
Galveston	36	....	1510	1267
Newport News . . .	....	....	971	1078
Portland (Or.) . . .	....	....	55	55
Inland Points . . .	....	....	1042	1149
Total..	358	635	41439	40172

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. According to information obtained from several glass manufacturers this week, the market in January will be firm, and prices will not

reach the low levels of the past. That the manufacturers will take business only at a profit seems to be the general opinion, and buyers may go to market in January with the assurance that "throat-cutting" is a thing of the past.

Who will be selected to succeed H. D. Murray as actuary of the American Association of Flint and Lime Glass Manufacturers? The general office work of the association has been ably looked after for a number of years by Miss Hamilton, and if she were a man there would be no need to seek further. But there is outside work to be done that can only properly be attended to by one of the sterner sex.

The United States Glass Co. will hereafter have all its catalogues a uniform size of 11 by 14 inches. The new one in preparation will consist of between 300 and 400 pages, and will be the most elaborate ever issued by this company.

Five new lamps are being shown at the Pittsburgh sample rooms of the Consolidated Lamp and Glass Co., and these will be followed soon by a number of others. They are very prettily decorated. Several sizes are to be had in the new line.

Thomas R. Crock, who has been working through Canada and New York for a month with the Jefferson Glass Co.'s lines, is due at the local office this week.

Frank E. Freese, secretary of the Ripley Glass Co., was not the happiest man in Pittsburgh last week, for he was called upon at a most busy time to serve his country as a juryman.

On the Pittsburgh Stock Exchange last week the shares of the United States Glass Co. sold at 43—an advance over the last previous sales which was at 40.

Up to this writing twenty-four reservations have been made at the Ft. Pitt Hotel for January during

the crockery and glass show. The last three listed are: Bonita Art Co., Wheeling, W. Va.; McKee Glass Co., Jeannette, Pa.; Jones, McDuffee & Stratton Co., Boston.

There has been a better demand for cut glass during the past week. Retail dealers say that the cut lines have started to move, and as a result stocks are being kept up.

Frank W. Merry, president of the Indiana Glass Co., Dunkirk, Ind., who was visiting in the district a few days ago, was optimistic over the condition of business. He said his plant was running to capacity, and that the outlook for continued activity was encouraging.

"I have reason for believing that the demand for glass in January will be heavier than usual," said a manufacturer a few days ago. "Our plant has enough orders on the books to operate full time until the end of the year, to say nothing of the business that will come to us in the usual way. I can only see good times ahead for 1911."

The sales of glass for premium purposes are growing as fast as weeds. This applies to both pressed and cut goods. During the past week one of the largest bread makers in the country started to buy pressed ware for premiums, and the first orders were for thousands of pieces. All the orders are for immediate deliveries.

The efforts toward an increased membership of the Western Glass and Pottery Association are progressing nicely, and it is believed that over 100 new members will be received before the annual meeting in January.

The Duncan & Miller Glass Co., Washington, Pa., have their new figured line ready for January. The pattern is something entirely new, and will be shown in a complete line of thirty to fifty pieces. The tumbler is an exceptionally pretty creation. Walter B. Lindsay, who has been off the road during the past year, owing to ill health, has completely recovered and will be in charge of the company's exhibit

at the Ft. Pitt in January. Afterwards he will go on the road, covering his old territory.



George W. Fry, general manager of the Crystal Tumbler Co., a new plant being erected here, will be ready to place the factory in operation within a fortnight, judging from present indications. Since he left the Beaver Valley Glass Co. at Rochester Mr. Fry has been devoting his entire time to the construction of the plant here. Tumblers and stemware will be featured.



George A. Macbeth, Thomas Evans and I. R. Evans, heads of the Macbeth-Evans Glass Co., spent a day here recently, inspecting the plant.



The striking employees of the Laurel Cut Glass Co. are, with one or two exceptions, back again on their old jobs. A misunderstanding ensuing from the company's employment of girls in the tumbler department was the cause of the strike.

AT BOSTON.

COMPARED to the previous week, last week's business did not make a wonderful showing. The election was responsible for the decrease.

George Brewerton, glass buyer for Denholm & McKay Co., Worcester, Mass., was looking over the Boston lines recently.

R. M. Starkweather has opened a store at Holyoke, Mass., with an attractive line of gas appliances, lamps, etc

Mr. Ford, buyer for the C. F. Wing Co., New Bedford, Mass., left some orders here last week.

Harry P. Muirheid and Frank S. Warren have closed a successful round-up of the local trade for Maddock & Miller, New York.

C. S. Yeagle, with the A. Radford Pottery Co., Clarksburg, W. Va., was in town this week. In addition to his good line, he had a romance about compound automobiles.

W. M. Pingree, Boston representative of the Tajimi Co., is on a two weeks business trip through the important cities of Massachusetts, Rhode Island and Connecticut.

Walter Lewis, head of L. Lewis & Co., New London, Conn., was in town last week. He only

comes here occasionally. Mr. Lewis has a fine china store with a large clientele.

The cut glass department of the R. H. White Co. was just a year old last Monday, and Eddie Hamblin, the buyer, celebrates the event with an anniversary sale and extra counters full of bargains.

Arthur Blackmer, of the Blackmer Cut Glass Co., New Bedford, Mass., called on the trade last week.

Another trade visitor was E. Torlotting, with the St. Louis Crystal Glass Co.

Eddie Malone is not with the Magrane Co., of Lynn, as stated last week, but with Vorenberg's, Winter street, as assistant to B. G. Twitchell. The new buyer at Magrane's is Charles Laviska, who was formerly with Hunt Bros. Co., an up-town department store.

The Pettingel-Andrews Co. is one of the biggest buyers in Boston of electric fixtures and portables. This department is managed by Mr. Parker.

The new address of Frank Hinckley and J. S. Dawes is 19 Pearl street, where they have two attractive display rooms, one devoted to glass and the other to crockery.

R. W. Fiske, of the Consolidated Lamp and Glass Co.'s New York office arrived in Boston Thursday night.

Jordan-Marsh Co. have increased the space of their glass and china department twenty-five per cent in view of the coming holiday rush.

W. F. Newhall & Son are big jewelers of Lynn, Mass. and have an extensive cut glass department. Yet F. C. Newhall says he buys no goods in the Boston market. When this catches the eye of the Boston coterie they may want to know why.

L. P. Hollender & Co. are featuring prominently the merits of their recently-added toy department.

PACIFIC COAST HOUSES COMBINE.

THE Nathan-Dohrmann Co., San Francisco, has made arrangements to take over the entire business, assets and liabilities, of the Anglo-American Crockery and Glassware Co., of that city, and only the legal formalities remain to consummate the deal. The first news concerning the transaction was wired to New York last Monday. Maurice Block, of the Anglo-American Co., the dispatch states, will organize a new company which will be devoted exclusively to importing. Manager Ackerman retires.

The New York Crockery and Glass District.

Those in search of new importations, fresh from the packing case, can find much of interest at Vantine's this week. The new assortment of "Awata" vases demonstrates clearly that the limitation of decoration on this ware has not been reached yet. The vases are exceedingly harmonious as to colorings, and are popularly priced. A number of dainty chocolate and tea sets are also included. One of the former deserves special mention. This set is decorated in cobalt blue, with a red rose and gold body. It is offered with six cups and saucers at a tempting figure. New models of "Wistaria" ware, with relief decorations, are shown in many novel shapes and an original coloring—a peculiar shade of green that is very striking.

The District will shortly receive a new acquisition in the lighting fixture and glass trade by the removal of M. Schaffer-Flaum Co. from Grand street to 44 Barclay street. The firm has leased the entire building, consisting of four floors and basement, for a term of five years.

The announcement in the JOURNAL last week that G. D. A. Limoges china had been ordered for the Hotel Schenley, Pittsburgh, is followed by the statement that the contract for the glassware has been secured by the Val St. Lambert Works, of which B. Gunthel is agent. The ware is of simple design, with cut stems, and the hotel crest as the only decoration. This order was also placed by L. Barth & Son, of this city. The Val St. Lambert Works are also making about 40,000 pieces of specially-designed glassware for the new Hotel Rector of this city.

Cox & Lafferty, notwithstanding that they have their hands full getting ready to move into their new showrooms at 25 Park place, running through to 23 Murray street, are constantly unpacking new goods, and among other things are displaying this week two punch bowls in "Azur" glass, made by the Imperial glass company. Both are very showy. One, being dark, brings out all the colors of the rainbow; the other has a silver effect that is very unusual, nothing like it having heretofore been shown in pressed glassware.

Can be retailed at prices that will make them sell fast. From the Seneca Glass Co. they have initial tumblers, packed one-half dozen in a box to be used as a holiday special. These have always sold well in former years, and have been the means of customers coming back to duplicate broken ones, leading to a sort of open stock business on initial tumblers.

There are some very fine things in glassware on view at the present time at the showrooms of A. Gredelue. Since the installation of the latest samples, the goods, especially the late arrivals, have been enjoying a very steady call, and have added considerably to the general popularity of "Bacarrat" glassware. Principal among the lines on display are the combination gold and enamel decorations. These are applied by hand; the result being clean-cut designs and finely-harmonizing colors. Advices from Mr. Gredelue, who is now completing an extended business trip, indicate that he is having a very good run of trade, and that his three French factories will be kept busy for some time to come turning out the goods ordered.

Robert Slimmon & Co. are now showing a full line of samples of the "Ming" pattern, a Chinese design somewhat after the style of the popular "Indian Tree," with the colors a little stronger. Among the other new patterns is a beautiful green enameled border that is sweet and dainty, and moderate in price. Another in a flow blue is strong in design as well as color.

Almost weekly the Art China Import Co. is in receipt of a number of specially designed pieces of "Palatin" china. Probably the most striking feature of the assortment on view is the wide range of selection offered. The novelty china, which includes numerous original ideas in hair boxes, hairpin trays, brush backs, penholders, vases, etc., contains a lot of good sellers. The regular "Palatin" dinnerware, to be had plain, decorated to order, or in gold-incrusted and monogrammed designs, has been the biggest success of the concern since its establishment. Order

are coming in pretty good at the present time, and indications point to a banner month.

Frederick Skelton, 32 Park place, New York representative of the Jefferson Glass Co., is showing a new line of electric shades made by the company, and called "Luceo." These shades are especially well adapted for use in crockery and department stores, as the glare from the Tungsten lamps is entirely eliminated and a pure white, soft light is transmitted. A maximum of diffusion is obtained; also increased reflective power; in fact, a coefficient of 100 per cent is secured. The Jefferson Glass Co., though new in this field, have a staff of experienced lighting experts, and new designs will be added from time to time.

That the Paroutaud line of French china is a success is attested by the very stout order file at the showrooms of Fondeville & Van Iderstine. There are several reasons why it is a good seller. In the first place, the utmost care in manufacture, as regards the quality of the china, is taken. Then the problem of producing popular shapes has received exhaustive attention; and the decorations have been selected with due regard to the adaptability of the piece. The firm have made arrangements for a considerably larger showing, which will include some very novel ideas in dinnerware. These will be received in time for spring import.

Opinions may differ about the correct price to charge for cut glass, but it is certainly sailing pretty close to the wind when Charles Broadway Rouss can offer the general public cut glass salt and pepper shakers at twenty-three cents. This method of disposing of goods, it seems to us, must be injurious to the business. How a manufacturer can purchase figured blanks, cut them, and offer them at a figure allowing such a retail price is a mystery.

WOOLWORTH'S TALL TOWER.

WITH the completion of the building to be erected by F. W. Woolworth at the southwest corner of Broadway and Park place, this city, the Singer Building will no longer be the second tallest building in the world. According to the plans, this new building will be thirteen feet higher than the Singer Building. It will measure from the street level up to the cupola 625 feet and will cost \$5,000,000. It will be completed a year from next January.

The site cost close to \$2,000,000, so that the project will reach the \$7,000,000 mark before it is finished. The plans call for a structure twenty-six stories high and a tower which will extend nineteen stories above the main building. The tower will be more spacious than the Metropolitan tower, which is several stories taller. A feature of the building will be a swimming pool in the basement.

IMPORTS AT NEW YORK.

Continued from page 18.

LIVERPOOL		
12 packages earthenware.....	W S Pitcairn	
1 " "	L Straus & Son	
9 " "	R Slimmon & Co	
12 " "	G F Bassett & Co	
10 " "	Maddock & Miller	
8 " "	J Wygand & Co	
4 " "	Meakin & Ridgway	
4 " "	H C Edmiston	
11 " "	Vogt & Dore	
35 " "	Miscellaneous Orders	
2 " chinaware	C E Wheelock & Co	
3 " glassware.....	The Rowland & Marsellus Co	
221 " "	Miscellaneous Orders	
23 " toys.....	Strobel & Wilken Co	
LONDON		
9 packages toys.....	Geo Borgfeldt & Co	
8 " "	Strobel & Wilken Co	
KOBE		
24 packages chinaware.....	A A Vantine & Co	
36 " chinaware.....	L Straus & Sons	
ROTTERDAM		
58 packages earthenware	Geo Borgfeldt & Co	
54 " "	Lazarus & Rosenfeld	
14 " "	L D Bloch & Co	
4 " "	Miscellaneous Orders	
7 " toys.....	Samstag & Hilder Bros	
11 " "	F A O Schwartz	
15 " "	R H Macy & Co	
64 " "	Miscellaneous Orders	
TRIESTE		
82 packages glassware	A L Crawford	
48 " "	Miscellaneous Orders	
SOUTHAMPTON		
9 packages chinaware.....	Bawo & Dotter	
4 " "	Ceramic Importing Co	
24 " "	H Creange	
12 " "	F W Jenkins & Co	
5 " "	L D Bloch & Co	
50 " "	Miscellaneous Orders	

IMPORTS AT PORT OF BOSTON.

LIVERPOOL		
73 packages earthenware.....	Jones, McDuffee & Stratton Co	
42 " "	Mitchell Woodbury & Co	
1 " "	American Express Co	
2 " "	Richard Briggs Co	
4 " "	Rowland & Marsellus Co	
1 " "	Houghton & Dutton	
3 " "	A W Chesterton	
7 " "	E Boote	
6 " "	F W Woolworth	
1 " "	Miscellaneous Orders	
HAMBURG		
39 packages earthenware.....	Jones, McDuffee & Stratton Co	
17 " "	Bawo & Dotter	
31 " "	American Express Co	
7 " "	Houghton & Dutton	
38 " "	E A Runnells & Co	
21 " "	Jordan Marsh Co	
32 " "	Ocean Transit Co	
4 " "	Walter Kimball & Co	
4 " "	R F Downing & Co	
22 " "	Patterson Wyld & Co	
71 " "	L Wolf & Co	
128 " "	Geo Borgfeldt & Co	
25 " "	National Leitch Co	
3 " "	R H Stearns Co	
128 " "	F W Woolworth	
77 " "	J B Moore & Co	
1 " "	W N Proctor & Co	
12 " "	F Behrend & Co	
7 " "	Miscellaneous Orders	



La Porcelaine Theodore Haviland

Limoges. FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,

25 Murray St., New York.

Grand Prix, Paris, 1900.

Hors Concours, Limoges, 1903.

Hors Concours, St. Louis, 1904.

GLASS COMBINATION FINED.

FIFTEEN officers and directors of the Imperial Window Glass Co. pleaded nolo contendere in the United States District Court to a violation of the Sherman Anti-Trust act, and each was fined \$500. At the same time a fine of \$2,500 was imposed upon the corporation itself, with costs.

Among those fined are Myron L. Case, president; J. G. Sayre, secretary; and M. J. Healy, vice-president.

Dissolution of the combine, by which the Government alleged a monopoly in hand-blown window glass had been established and an increase in price from 60 to 70 per cent. effected, will follow immediately, it was announced by attorneys for the company.

The court severely scored the defendants. "You are not to draw the conclusion," said Judge Young, "from the fact that these fines are light that there are not such cases where imprisonment should be the penalty." The court had, hesaid, taken into consideration that the indicted directors had assisted the Government materially in its investigation, and had not prosecuted business after the demurrer was dismissed last October.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman for desirable territory. PITTSBURGH LAMP, BRASS AND GLASS Co., Pittsburgh, Pa.

SITUATIONS WANTED.

SALESMAN with years of experience and established trade in import china, dinnerware and kindred lines open for territory January 1st, 1911. Middle West and West preferred. Address Box 733, this office.

WELL-KNOWN lamp salesman would like to represent an A 1 manufacturer of lamps, lamp goods, portables, etc., from January 1st, 1911. Metropolitan territory preferred. Address Box 734, this office.

THOROUGHLY experienced woman in wholesale and retail china business desires position as representative of some first-class house. either in the United States or Canada. Best of references. Address Box 735, this office.

BUSINESS OPPORTUNITIES.

MANUFACTURERS' NOTICE—The advertiser, known to the general trade, wants lines of cut glass, wrought iron, compo or wood carving, and brass lines and novelties, after January 1st. The proposition I have to offer is exceptionally good, and new to the District. Address C. & C., this office.

WANTED—A competent young man not over thirty-five years of age, thoroughly conversant with the crockery, china and housefurnishing business, as salesman for an old-established business handling the largest and best trade in the city. Must have \$5,000 to \$10,000 to enter corporation. Location of store considered one of the best. Long lease. In one of the most promising, active cities on the California Coast. This is a wonderful opportunity for a sober and competent man with good references. State age, experience, whether married, and give references with inquiry addressed to CALIFORNIA, this office.

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NEW YORK, NOV. 24. 1910.

THE CONDITION OF BUSINESS.



Business is excellent with the stock **New York.** houses just now. The buyers in the market at this time are principally from local and suburban points, and instead of merely "filling in" orders are leaving demands for more goods than their original orders, placed some months ago, called for. This is a very healthy sign, and as long as the goods hold out there is no complaint to be heard.

The importers are beginning to feel the effects of the first call for spring goods, and are apparently satisfied with the orders received. There is every reason to believe that the spring import business will open well. Road men are keeping up their good records, and buying seems to be a trifle less conservative than has been the case for the last few weeks.

Some orders for hotel china were placed last week that amounted to four figures apiece.

Many houses are advising their road men to spar for time on deliveries, and to exercise discretion in accepting small orders for immediate shipment.

The electric fixture people are doing a fine business just now. Showers and three-light wall brackets are very popular with the late buyers. The orders for portables are mostly for assorted sizes and designs, and the cheaper ones, with cast bases, are selling well.

Practically every fixture factory is working nights to keep abreast of orders.

Most of the oil lamp houses are also pretty well filled up on orders.

The shopping districts are beginning to be thronged with holiday purchasers, the majority of whom are under the impression that greater bargains and better service can be obtained now than can be had in a few weeks, when the real rush will commence. As a result, retail trade is excellent. Reports received from many stores show that there is a heavy call for cheap cut glass—the cheaper the better. Some of the more popularly priced establishments are handling a great deal more of this class of goods than ever before. Nappies, flower vases, hairpin trays, and every sort of small novelties in glass are selling well. There is a good call reported for the cheaper German wares, and also for domestic pressed glassware.



Trade is uniformly reported uncommonly good for this time of the year throughout **Chicago.** the crockery and glass district of Chicago.

Manufacturers' agents as well as the jobbers express themselves as much gratified by the way in which belated orders and supplementary sales bills are coming in. They are exuberantly busy and preparedly hopeful for the coming season, with a promising out-

look to cheer them as they complete their preparations for the expected busy periods of the new year.

Manufacturers are enjoying an unusual
Trenton. rush of business for this time of the year.

Not only are the plants busy, but the owners report collections very good. While all of the potteries are not crowded with orders, every one is active, and there is ample evidence that trade will continue to be brisk throughout the balance of the year.

A brisk demand for all grades of
Pittsburgh and Vicinity. glassware exists with factories in this territory. Plants are running full. Cut lines are selling better, and the demand for staples is as great as ever. Etched glassware is having a better sale this season than a year ago.

Because so many buyers could not get their orders signed when salesmen made their last trips the potteries of the Ohio Valley are now crowded with business. Merchandise men displayed a tendency to hold off until the last moment, thereby hindering the opportunity to cover for the holiday season and have their orders delivered promptly. The cry for dinner ware grows as the Yuletide approaches.

Conditions in the pottery trade here
Coshocton, O. were never better. Orders are good, and business on dinnerware is increasing. New decorations for 1911 are being prepared, but no new shapes will be shown from this district.

Glass manufacturers and decorators in this territory are doing an excellent business. The demand for lamps is at its height. Tableware is moving nicely. Decorated china is selling well, the jewelry trade buying very liberally.

SAN FRANCISCO AND THE PANAMA CANAL.

If push and money can get it the city of San Francisco is going to have abig fair to celebrate the opening of the Panama Canal when that occurs three years hence. The people have taken hold of this project with a vim. The State has voted \$5,000,000, the city \$5,000,000, and the merchants have subscribed \$12,500-

ooo. Thus the affair may be carried on successfully without calling upon the Federal government.

The crockery men in the city at the "Golden Gate" are prominent in furthering the enterprise, and are devoting considerable time to it. The committee in charge are sending out booklets and circulars showing the advantages which San Francisco possesses, and asking for the co-operation of the crockery trade of the United States.

SALESMEN GATHER AT 'FRISCO.

SAN FRANCISCO was the Mecca for many traveling men in the trade this week, due to the announcement of the Nathan-Dohrmann Co. that they would look over the various sample lines and place orders. While it was impossible for many of the "knights of the grip" to arrange their routes so as to bring them to the Pacific Coast metropolis at the time requested, a very good representation was on hand for a slice of the "melon."

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Nov. 5, '10	Correspond- ing period 1909	Exports Jan. 1 to Nov. 5, '10	Correspond- ing period 1909
New York	139	114	8037	7040
Boston	167	59	6448	5224
Philadelphia.	532	58	5134	4006
Baltimore.....	401	371	15118	16085
San Francisco ...	....	....	244	193
New Orleans. ...	....	....	2176	2734
Portland (Me.)...	....	....	1943	1943
Galveston ...	3	77	1513	1344
Newport News...	....	2	971	1080
Portland (Or.)..	....	....	55	55
Inland Points .	45	....	1087	1149
Total..	1287	681	42726	40853

From David Inglis & Co.'s Circular.

to	Shipments month end'g Oct. 26, '10	Correspond- ing period 1909	Exports Jan. 1 to Oct. 26, '10	Correspond- ing period 1909
Boston	853	315	6494	5372
New York	1248	864	7373	5367
Baltimore.	1157	1383	11947	14938
Philadelphia. ...	346	296	4840	3595
New Orleans....	332	224	2001	2104
Newport News..	21	83	204	1078
San Francisco ..	90	56	93	236
Portland (Me.)..	....	....	1029	1885
Galveston	100	132	1401	1284
Portland (Or.)...	25	....	25	95
Inland Points ...	100	141	1530	1044
Total.	4272	3494	36937	36988

The New York Crockery and Glass District.

Bawo & Dotter have recently rearranged their store front and are making an unusually fine exhibit of glass, both domestic and foreign. The cut glass line is very large and particularly good.

A big consignment of teapots from R. Sudlow & Sons was unpacked by Robt. Slimmon & Co. last Saturday. Teapots of the Sudlow brand need little description because of their well-known superior finish and excellence of decoration. The latest consignment, however, introduces new effects in shapes and decors that will satisfy the buyers' search for something new and meritorious in a popular line for which there is a steady demand.

Cox & Lafferty have added to their lines the steel enamel ware made by The Enterprise Enamel Co., Bellaire, O., who make a fine grade of goods and have a very large output. This line has not heretofore been shown in New York, and will be of interest to the buyer of housefurnishing goods. It will be under the direct charge of H. Windhorst.

H. C. Kupper has in Schierholz ware an attraction which differs from anything else on the market. The high grade of the ware, with its exquisite modeling and beautiful colorings, puts it in a class by itself; and it is not high-priced, either, when all is considered.

A. A. Vantine & Co. are meeting with great success in the sale of Kinran ware. Aside from the classic shapes and artistic decorations, the peculiar scintillating effects have a charm entirely their own. In regular lines they show many very handsome decorations.

Vogt & Dose have just placed on display several new open stock dinnerware patterns from their factory at Limoges. Gold incrustations figure in some of the new designs, and some very fine work has been done on the filled-in decors. The open stock patterns

of this firm have proven to be exceptionally good retailers wherever they have been placed.

Edward Miller & Co. are adding to their lines of electroliers, portables and chandeliers something new every week. The buyer who has not visited them for a month will be surprised at the many new things that have been put on sale in that time. It pays to call there frequently.

Wm. Guerin & Co. are getting much praise for their new lines, the ten-inch service plates attracting particular attention. Their incrustated ware is better than ever this year, which is saying much.

The French China Co., of Sebring, O., have opened an office at 66 West Broadway, in charge of Alex. Yokel. This is in accord with their policy, recently inaugurated, whereby they will have show-rooms in many different cities.

George N. Blust, manager of the New York office of the Pittsburgh Lamp, Brass and Glass Co., is showing a new line of portables just from the factory. They are made up in the new frosted effects, and are popularly priced. The bases are in solid brass, shell and tubing, cast, and hammered.

E. B. Dickinson, who represents the Steubenville Pottery, will take the line to rooms 315-317 Fifth avenue Building, Broadway and Twenty-third street, on January 1. In addition he will show lines from Ripley & Co., Pittsburgh, pressed glass; Liberty Cut Glass Co., cut glass; Central Specialty Co., Chicago, bathroom fixtures. It is proposed to fit the offices up very handsomely and make good displays for all the concerns.

One of the finest collections of service plates to be seen in the District is that of the Pouyat Co. No praise seems extravagant in attempting to describe the perfect harmony of designs and colorings, the

skillful exactness in bringing out the minutiae of detail, or the quality of the ware itself. The decors offer a variety of choice. Gold incrustations predominate, but these have been treated so variously that no impression of sameness is produced. Entirely new effects are obtained in combination with floral designs, medallions and sprays, and again with filigree or lace borders in the finest of coin gold.

AT CHICAGO.

THE approach of the holiday season has had a very stimulating influence upon the movement of decorated china ware stocks. All of the prices prevailing in other commodities have lately been so high as to cause the prices of decorated wares to seem very reasonable and quite within the reach of any who might wish to remember their friends with a present of some dainty art piece on festal occasions.

* *

President W. A. B. Dalzell of the Fostoria Glass Co. came in from the company's West Virginia works at Moundsville early in the week on one of his periodical visits to Chicago.

* *

All of the glass sales agents report an unusually large business. Orders are said to be coming in so fast that it is almost impossible to make deliveries as desired.

* *

Having recently taken over the Western sales agency for the Trenle China Co., of East Liverpool, George E. Orr will enlarge his salesroom at 209 State street. Mr. Orr reports conditions in the Western division of the porcelain and china trade as remarkably good.

* *

At the Albert Pick emporium in Randolph street the only thing anyone has seemed able to say during the past three weeks is: "I'm too busy." From which it seems reasonably safe to assume that the stock is moving some.

* *

For the coming season's trade Pitkin & Brooks will introduce some very dainty new designs in delicate foliage effects on small cut glass table articles.

* *

Selling agents seem to concur in the opinion that the prospective advances in the prices of glass will ultimately affect every class of products all along the line.

* *

After returning from his recent swing around the Eastern circle, Mr. Warman, of Warman & Heberoth, reports that he found the brass industries all along the line in exceptionally good condition. There is noticeable a healthy growth in every branch of the

business that augurs quite a marked increase of output for the year above the product of the past year's operations. Many firms are badly crowded with delayed orders, and some will probably have to increase their capacity in the way of enlarging their factories and increasing their working force and equipment in order to handle the business in sight for the coming year.

SHOW WINDOW ILLUMINATION.

IT is of paramount importance that a show window of the present day be well lighted, in order that the space devoted to it shall bring the greatest returns possible for the money invested in this particular phase of the business, says an electrical magazine.

In the past it has been common practice to use a large unit placed in the centre of the window, which was relied upon by the merchant to secure all the light he considered necessary. He also figured that this would to a certain extent light the street immediately in front of the store.

This may have been of some service; but should he confine himself to lighting the window alone a greater contrast would be noticeable. The average passer-by who admires the window does not wish to be in the limelight, as it were, but prefers to be obscured as much as possible and admire the goods displayed.

The main object of store-window lighting is to throw the light on the goods in a manner that is pleasing and restful to the eye of the observer. This is accomplished by having the light sources concealed from view, and at the same time so located that they can be used to the best advantage.

The most economical and effective method of accomplishing this is to run a conduit horizontally along the top of the window, where the ceiling and the window-pane form an angle. Outlets can be placed on the conduit having any desirable spacing. A good standard is to place them twelve inches apart. By this method the quantity of light can easily be changed to accommodate the varying conditions. If only a few light articles are to be exhibited the units can be smaller than if dark articles and more of them are to be shown.

By means of a specially designed reflector it is possible to distribute and concentrate light rays at any angle desired.

Perhaps it may be well to add a word in behalf of the new Tungsten lamps. There is no doubt that these lights, on the same consumption of current, give double the illumination offered by the old light, thereby attracting twice as many people by the more brilliant window displays, without spending one cent more for current.

The season of the year is now here when the difference between a fairly lighted store and the best lighted store is the difference between a fair trade and capacity trade.

SALESMEN'S ASSOCIATION NOMINATIONS.

At a meeting of the Pottery, Glass and Brass Salesmen's Association in the rooms of the Crockery Board of Trade on Friday, Nov. 18, the following were nominated for office: For president. R. E. L. Wells; first vice president E. M. Uniack; vice presidents at large: H. J. Gute, San Francisco; W. L. Mirrieles, Chicago; John J. Bock, St. Louis; H. B.

A preliminary meeting of the board of directors was held to authorize the payment of the death claim of Arthur W. Caziarc as soon as the physician's certificate was presented.

The proposed amendments to the constitution were adopted, as follows:

Art. III. Section 4 (new).—Associate members may be admitted by vote of the Board of Management on payment of \$5.00 per year, such members not participating in the financial benefit.



J. F. O'GORMAN,
FOR SECRETARY.



R. E. L. WELLS,
FOR PRESIDENT.



GEO. HAMILTON,
FOR TREASURER.



E. M. UNIACK,
FOR VICE-PRESIDENT.

THE NOMINEES.

Whitney, Buffalo; H. B. Hollis, Boston; J. H. D. Rowan, Baltimore; secretary, J. F. O'Gorman; treasurer, George Hamilton.

Directors for three years: Albert E. Snow, John Nixon, W. H. Demorest, H. Grimmel, Theo. Frankel. For two years: C. H. Taylor, Geo. F. Mackey, Henry Endemann, Wm. Warrin, A. A. Bean, Edward Butler. For one year: W. W. Magec, J. H. Venon, H. S. Mirrieles, W. A. Demorest, W. S. Pitcairn, W. T. Rowe, Joseph Burroughs.

Mr. Snow was proposed to succeed himself, but positively declined.

Art. IV. Section 1.—The officers of this Association shall be a president, vice-presidents, secretary and treasurer, who together with nine directors shall constitute a board of management which shall exercise a general supervision over all the affairs of the Association.

Section 2.—The above mentioned officers and directors to be nominated at a special meeting of the Association; printed ballots to be prepared and mailed to each member, said ballots to be returned to the secretary before the date set for the annual meeting in December, at which meeting the ballots will be counted and the election of officers and directors declared. The board of directors to be elected: three to serve one year, three to serve two years, three to serve

three years, and at each annual election three members to be chosen to serve in place of the retiring members.

Those present at the meeting were: Albert E. Snow, Geo. Hamilton, Geo. F. Mackey, A. A. Bean, E. A. Wilcox, Henry Endemann, Joseph Burroughs, E. M. Uniack, H. B. Whitney, H. S. Mirrielees, W. R. Demorest, John Nixon, Joseph Hurd, Wm. Warrin, R. E. L. Wells, Theo. Frankel, W. A. Demorest, H. Grimmel, J. F. O'Gorman.

ANOTHER SOUVENIR.

IT is just one hundred years since the business now conducted by the Jones, McDuffee & Stratton Co. was founded by Otis Norcross the elder, and a very handsomely-bound book containing its history is being sent by the company to its friends. It is embellished with portraits, illustrations of wares, scenes in Boston in the early days, and reproductions of autograph letters from Henry W. Longfellow and Oliver Wendell Holmes. It also contains biographies of the members of the firm. A short time ago we published an illustration of the centenary plate sent out as a souvenir. Now comes the book. Both will be cherished by those in the trade fortunate enough to receive them.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

C M Igel, with Kaufman Bros, hf, s, Pittsburgh. 684 Broadway.
 A S Budis, with Rosenbaum Co, s, Pittsburgh. 31 Union square.
 J J Gannon, with Jas Hislop & Co, hf, New London, Conn. Navarre.
 H I Belcher, with Jordan-Marsh Co, s, Boston. 31 Union square.
 W Breen, with the Glenn, Co, c, t, Pittsburgh. 41 Union square.
 F J Casteline, with Pitkin & Brooks, c, Chicago. Belmont.
 F A Montei, with Fox & Co, c, g, Hartford, Conn. 320 Church.
 P C Schaeffer, with Adam, Meldrum & Anderson, c, g, Buffalo. 2 Walker.
 H M Troupe, with Clarke Bros, c, Scranton, Pa. Hoffman House.
 L S Keller, with Clawson & Wilson Co, t, Buffalo. 51 Leonard.
 E C Poage, with Geo W McAlpin Co, c, Cincinnati. 214 Church.
 Mr Kelly, of Kelly & McAlinden, c, g, Perth Amboy, N J.
 Mr Leon, of Leon & Rossiter, c, g, Perth Amboy, N J.
 T C and Luther James, of T M James & Sons, c, g, Kansas City, Mo.

J W Kelly, with Gilchrist Co, c, Boston. 55 White.
 Miss M Lesenhuber, with J N Adam & Co, s, Buffalo. 214 Church.

A P Spangler, with Bush & Bull, hf, c, Easton, Pa. Grand.

G E Bruorton, with Denholm & McKay Co, c, s, Worcester. 2 Walker.

G B Brooks, with S F Iszard & Co, c, g, hf, Elmira, N Y. Navarre.

T C Flemming, of the Pacific Coast Importing Co, c, g, Vancouver, B.C. Cumberland.

WANTS TO SELL OUT.

OTTO THURNAUER, importer of German fancy ware and bar goods, 19 East Twenty-first street, is endeavoring to dispose of his sample lines preparatory to winding up the business.

DISPUTE OVER EARTHENWARE.

IMPORTERS of Rockingham earthenware have brought a test case under the tariff act of 1909 involving the classification for dutiable purposes of this line of goods. The test case stands in the name of R. Simmon & Co., but the trade as a whole is interested.

The case has been heard by board No. 3 and is pending for decision. The actual merchandise in controversy is described as so-called decorated jet earthenware. It is the contention of the protesting firm that the goods are not "jet," but were specified in the tariff law as "Rockingham ware." Under the Dingley tariff law Rockingham earthenware not decorated was dutiable at 40 per cent on the value of the goods, but under the new law the words "not decorated" were omitted, thus allowing all such goods decorated or undecorated to pay a duty of 40 per cent. The government demands a duty of 60 per cent.

Formerly the decorated Rockingham ware paid a duty of 60 per cent, the same as all other kinds of decorated earthenware. The government claims that goods other than Rockingham ware are being entered as such in order to obtain the benefit of the lower rate of duty. The importers claim that goods which have always been known to the trade as "jet ware" are "Rockingham ware."

To substantiate the importers' claim, John J. Miller, of the firm of Maddock & Miller, testified that his invoices are now being made out under the term "Rockingham ware, jet finish." The importer sets up the contention that the body of the ware is the part constituting the name "Rockingham ware."

According to the custom authorities the glazing is the distinguishing feature. Eight of the largest makers of this ware appeared before the board in behalf of the government and furnished alleged proof that the body had nothing to do with the name of the

ware, as from the same body are made wares of various names, such as "Rockingham," "jet," "lamian," "yellow," "carmalite," etc. It was further testified in behalf of the government that each kind of ware takes its name from the color and quality of the glaze, some being very much more expensive than others.

The protesting firm tried its own case before the board, assisted by E. F. Anderson, of the firm of Geo. F. Bassett & Co., another deeply-interested concern. The testimony is now being considered by General Appraisers McClelland, Sharretts and Chamberlain, and an early decision is anticipated.

AT PITTSBURGH.

OPEN stock dinner ware is selling well in all department stores. Cut glass started to move more briskly this week, and is expected to go with rush during December. Good stocks of both cut and etched glassware are being laid in by all department stores.

Additional pieces of cut glass have been received by Frank Zoellig, in charge of the Pittsburgh office of Bawo & Dotter, making the cut glass display the largest yet maintained. Business continues very satisfactory.

George W. Kinney, of Kinney & Levan, Cleveland, with Charles Lang, of the same office, were at the Pittsburgh branch last week. The wareroom here is being constantly augmented with new import samples, and is thus kept "alive" all the time.

The housefurnishing goods department of the W. H. Keech store is gradually being closed out, and specials are given from time to time in order to reduce stocks. The space occupied by this department will hereafter be used for furniture display purposes.

DON'T "KNOCK"!

GENTLEMANLY bearing, frank address, mastery of your subject and enthusiasm are all so obviously necessary that everyone whose line of effort is sales work instinctively acquires or seeks to acquire these qualifications.

Occasionally we see a salesman who has developed an exaggerated standard for one or all of these essentials of salesmanship. It is easy to overdo any good thing.

We should particularly guard against that degree of enthusiasm which leads us to draw unfavorable comparisons with our competitors which might in any way be construed as "knocking the other fellow."

There is not one salesman in ten thousand who can institute unfavorable comparisons reflecting on

the integrity and fair dealing of another dealer or manufacturer without creating the impression that the other fellow is a formidable competitor, and so fears him.

Building up a customers list on prejudice is bad business. Such a list will last just so long as you can find a new prospect to humbug—to take the place of the customer who "woke up."

The only customers who last are those secured on a basis of quality, service and fair dealing.

DOING HIS PART.

ONLY those whose affairs take them to what some of the metropolitan editors are fond of calling "the provincial towns" have any adequate idea of the deep-rooted prosperity and tremendous energy to be found in many of the interior cities of this country having diversified industries, says an exchange. In scores of cities with a population of from 50,000 to 150,000, real estate has doubled in value within the past five years. Any native of the more progressive among our manufacturing cities who has been absent and out of touch for twenty-five years will find the old landmarks familiar in his youth largely replaced with modern factories, stores, banks and parks. Miles of streets are bordered with handsome residences where, not so long ago muddy and unkempt roads wandered outward from the town. In the words of a well-informed enthusiast, speaking of the vast wealth which is piling up in our smaller cities, due to the splendid conditions of to-day, "more goods are made now and more profits secured before ten o'clock in the morning than twenty years ago were gained in the full day's work."

Along with the acquisition of wealth from broad-gauge business enterprises, shared by a large proportion of the people directly, and by all, however humble, indirectly, comes the ability and disposition to spend money more largely. In this fact, though, this channel is the retailer's opportunity. He is the first, also, to feel the pinch when abnormal activity wanes and a community gets back to solid earth. But even when a retail merchant in a live town comes upon a period of business revulsion he can generally, unless under extravagantly fixed expense, manage to make a living; but if he is of the right fibre he wants to do better than "tread water."

It is when business lags that the wise retailer will do the most and the best advertising that he knows how to put forth. He wants to think and talk prosperity all day long. In doing this, through his circulars and newspaper advertising, he is setting an example for others and doing his part to restore active conditions. The man who hasn't the nerve to increase his advertising outlay, when he needs to economise, is not a real business man.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 24, 1910.

HOW TO BETTER YOUR BUSINESS.

IT is an axiom that if you do not go ahead in your business you go behind. To stand still is impossible. Every dealer, then, should study to improve and increase his sales by every legitimate method that he can devise. Much is written on this point that is valueless. Some of it is not applicable, and there is a lot of trash. Some plans may be good for one and of no use to another, but it is well to read as much as possible in the hope of culling some good point. To begin with, every dealer should know as much as possible about the manufacture of crockery and glass; it is not sufficient to buy ware as so much merchandise, and try to sell it at a profit. There is more to it. The consumer knows nothing about crockery, and if the dealer or his employee is in a position to talk of the technique of manufacture the prospective buyer can be interested by a little talk along the lines of how the ware is produced; and if attention is called to salient points and interest awakened it will help wonderfully in effecting a purchase. Whereas, if only the price is quoted and the usual platitudes employed to further the sale, the prospective customer may pass on.

The arrangement of wares exposed for sale is an important factor. The different ways that people use to display a dinner set is remarkable. In some places it is huddled together without order or regard for what is next to it. The ware on the same table or on the one adjoining may have colors that kill the deco-

ration of the dinnerware. It will undoubtedly better a man's business if he avoids such clashes of color. Cleanliness is essential. It costs less to keep a stock bright and clean and in good order than to lose sales because the store is dirty. Not only must a stock be kept looking well, but it should be kept complete. This means book-keeping. The office end of the business is of more importance than many dealers realize. A good man at the desk can save his salary and make a profit besides, no matter how large or how small the business may be. For instance, a dealer who had been going on in the usual humdrum way employed a bookkeeper who found that his employer had a good bank account but was careless about his remittances. By paying promptly, and taking all the discounts possible, he saved enough in one year to pay his own salary and a large part of the current expenses, such as light, heat, etc. He installed a new system of delivery by which he saved enough to pay the stable keep. He found that orders went out regardless of direction. That is to say, the wagon would start out to deliver a twenty-five cent vase a half mile away, and come back only to go right over the same route with a dinner set which ought to have gone at the same time.

He found that there was no record kept of when goods were ordered, or of what was ordered. Consequently, orders were duplicated. There was no system about keeping the run of goods needed. As a result the proprietor was often short of staples that should always have been on hand. It was nobody's business to look after that certain thing, and the proprietor, depending upon his memory, often forgot.

Responsibility should be divided in every establishment. Certain people should look after certain things; then when anything goes wrong there is someone who can be called to account.

The buying end is, perhaps, the most important of all. If dealers would visit their neighbors or go to other cities and see how different people conduct similar businesses many points would undoubtedly be gained.

GOING TO MAKE THINGS HUM.

THE banquet committee of the Western Glass and Pottery Association met at the Ft. Pitt Hotel, Pittsburgh, the evening of Nov. 16, and completed plans for the annual banquet to be given January 5.

W. E. Wells will be toastmaster, and the list of speakers includes George W. Kinney, of the firm of Kinney & Levan, president Chamber of Commerce, Cleveland; Rev. George W. Williams, Mayor William E. Magee, and Gov.-elect John Kinley Tener. Charles Herman, with the Bailey Co., Cleveland, will sing, and W. C. Lynch will tell "Why I Left Baseball."

An orchestra of fifteen pieces and a number of special features have also been provided.



PERSONAL.

THE fever for flying has attacked W. J. Thrower, manager of the decorating department of Taylor, Smith & Taylor, East Liverpool, and he is starting a biplane of the latest model. C. A. Smith, owner of Rock Springs Park, Chester, Pa., is backing the enterprise, and a trial flight will be made early in January. Mr. Thrower's machine will contain several innovations of his own invention.

Fred E. Bermis, who has been with Henry Batterman, Brooklyn, for the past eleven years, will assume charge of the import department of Cox & Lafferty Jan. 1. He is well posted in the business, and the connection should prove of mutual advantage.

W. T. Darden, with Edward Butler, is making one of his regular visits to New York preparatory to taking the road.

Louis Carter, china and glass buyer for Snellenberg & Co., Philadelphia, gave several of the District's men something to be thankful last Friday and Saturday by presenting them with orders for holiday goods.

Harry B. Whitney, the energetic Western representative of the Phoenix Glass Co., dropped into New York last week just in time to be present at the Salesmen's meeting. The welcome he was accorded ought to let him know that he should come to New York oftener.

James Douglass, the well-known crockery salesman, whose wife passed away Nov. 9, has the sympathy of the trade in his bereavement.

A. B. Levan, of Kinney & Levan, Cleveland, returned from abroad November 14 on the "Arabic."

Wm. Scott, with J. M. Shaw & Co., came home from a three weeks' vacation which he spent at Stamford, N. Y. Wise man, to take his holiday during the beautiful Indian summer.

R. M. Wright, buyer of china and glass for the Vandyk Furniture Co., Paterson, N. J., was in the District on Tuesday. He says that they expect to go into their new building, which has been erected since the fire, about the first of January. Mr. Wright is

now buying for the new store, in which his department will have a thousand square feet more space than it had in the former building.

Harry L. Seixas, with Edward Boote, sailed for Europe Saturday on the steamer "Arabic."

H. G. Freese, of Vogt & Dose, returned last Thursday from a short trip.

Geo. L. Warwick, of O. H. Warwick & Sons, St. John, N. B., departed for home Monday night.

Edw. Butler came back on Saturday night from a Western trip during which he found business in a very good condition.

President H. W. Bradley, superintendent F. L. Thieme, and W. H. Pooley, of the J. D. Bergen Co., Meriden, Conn., are scheduled to visit the District Friday of this week to confer with Richard Kohn, the New York agent.

John Perot, who was head of the former Tyndale & Mitchell Co., Philadelphia, made a handshaking tour of the District Tuesday renewing old acquaintances. He is no longer in the crockery business.

Chas. Streiff, of Wm. Guerin & Co., returned Monday from a short trip South.

Perth Amboy, N. J., was well represented in the District Tuesday by the simultaneous arrival of two crockery and glass buyers in the persons of Mr. Kelly, of Kelly & McAlinden, and Mr. Leon, of Leon & Rossiter.

T. C. and Luther James, of T. M. James & Sons, Kansas City, were in the District this week placing import and stock orders.

T. C. Flemming, of the Pacific Coast Importing Co., Vancouver, B. C., is registered at the Cumberland hotel. In company with Mark Lester he was visiting the downtown District this week.

Frank M. Miller, the glass agent, has been visiting his factories this week at Fairmont and Wheeling. He will be at headquarters again on Monday.

I. P. Hurlbutt, of Vantine's, has been laid up for the past week with the grip.

Raymond L. Boch, who is associated with his father in the management of the American Porcelain

Co., Trenton, N. J., was married on Tuesday to Miss Johanna Green, of that city. After the ceremony the couple left for an extended trip to the South, where Mr. Boch goes in the interest of his company.

FROZEN OUT.

CHAPTER I

THIS is a tough story, or the story of a tough deal, just as you like.

For several weeks the Working Committee of the United States Glass Co. had been "keyed up" to the banquet set for the evening of Nov. 16 at the Ft. Pitt Hotel, Pittsburgh, in honor of Frank E. Freese, formerly manager of the credit department. He resigned September 15 to become secretary of the Ripley Glass Co., and was tendered a banquet. The committee did its work in good shape, a heavy "bill of landing" was written, Mr. Freese was told to be on hand, and he sent word that he would.

CHAPTER II.

The jury box wheel of the Allegheny County Commissioners turned and the name of Frank E. Freese was drawn. He was told to report for duty Nov. 7. He did, and served faithfully until the end of court, Nov. 19. One of the cases tried was so intricate that the jury was out all night. This was on Nov. 16 and Mr. Freese was a member of the jury.

CHAPTER III.

It was the night of the Freese non-frost dinner, and this was the "bill of lading" laid before each plate:

- Frozen Nectar Cake.
- Murray's System Warmers Arctic Blue Points.
- Refrigerator Relishes.
- Anti-Cold Tomato Broth.
- Esquimaux Chicken Iceland Peas.
- Cold Ice Cream.
- Dr. Cook's Cookies.
- North Pole Cheese Peary Coffee.

A court officer telephoned to the Ft. Pitt just as the "warmers" were being passed around that Mr. Freese had been locked up for the night with the rest of the jurymen, and desired that his regrets be conveyed to the Working Committee.

Those present were: William M. Anderson factory manager; Marion G. Bryce, manager commercial department; G. W. Hoffman, manager credit department, and successor to Mr. Freese; O. F. Murray, assistant factory manager; T. F. Stevenson, purchasing agent; R. G. Haugh, manager export department; F. E. Anderson, superintendent factory "A"; E. W. Bryce, of "B"; A. M. Smith, "D"; W. C. Anderson, "E"; George Pritchard, "F"; James F. Challinor, "K"; S. A. Bryce, Glassport; George Daughtery, Tiffin, O; A.R. Lazure, Gas City, Ind.; Frank G. Bryce, of Bryce Bros. Co. Mt. Pleasant, Pa.

As a token of esteem and good fellowship a handsome traveling bag was sent to the home of Mr. Freese the following day.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of September, 1910, compared with the same month in the preceding year, were as follows:

	1909	1910
Great Britain.....	\$210,661	\$210,710
Austria.....	100,275	75,006
France.....	172,836	162,928
Germany.....	431,840	473,013
Japan.....	153,157	192,701
Other Countries.....	89,878	62,661
Other Europe.....		
Total.....	\$1,113,647	\$1,177,099

FOR NINE MONTHS ENDING SEPTEMBER.

	1908	1909	1910
Great Britain...	\$2,049,060	\$2,040,414	\$2,068,877
Austria.....	705,619	532,789	537,864
France.....	1,823,221	1,390,133	1,327,124
Germany.....	3,195,921	2,763,170	3,083,737
Japan.....	923,074	841,671	975,257
Other Countries	197,166	214,833	272,672
Other Europe..			
Total.....	\$8,394,061	\$7,833,010	\$8,265,531

TOYS

	1909	1910
Germany.....	\$949,820	\$769,354
Other Countries.....	111,031	95,756
Total.....	\$1,060,851	\$1,129,048

FOR NINE MONTHS ENDING SEPTEMBER.

	1908	1909	1910
Germany.....	\$3,794,302	\$3,993,044	\$4,725,916
Other Countries	381,047	402,820	592,317
Total.....	\$4,175,349	\$4,395,864	\$5,318,233

GLASSWARE.

SEPTEMBER		FOR NINE MONTHS ENDING SEPTEMBER		
1909	1910	1908	1909	1910
\$365,145	\$255,781	\$2,046,833	\$2,514,464	\$2,674,660

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

SEPTEMBER		FOR NINE MONTHS ENDING SEPTEMBER		
1909	1910	1908	1909	1910
\$55,501	\$61,095	\$532,526	\$536,059	\$666,007

Among the Potteries

East and West

East Liverpool and Vicinity. Five pottery manufacturers made the statement to the CROCKERY JOURNAL reporter

that they were receiving orders faster than they were making shipments. One went so far as to say that his decorating shop was over \$6,000 behind on one pattern alone, to say nothing of other belated orders. "And," he added, "the buyers are to blame. We sent out personal letters urging them to anticipate their wants, but they did not heed the tip; thinking we were only hungry for business. Now the shoe is on the other foot, and they are hungry for goods."

* *

From the names of the three great States of Pennsylvania, Ohio and West Virginia the Taylor, Smith & Taylor Co. have coined the title "Pennova" for their new dinner shape, just placed on the market. In addition, a new trade-mark has been arranged, wherein the lines of the three States are shown, and the firm's initials. The treatments on the new shape are very attractive. The "Latona" is also coming out in a new dress, which will give the firm practically two new propositions for the coming season.

* *

Among the buyers here during the past week were: W. E. Ford, with Burley & Tyrell Co., Chicago; J. J. Ingalls, of the United States Factories Co., Chicago, and Robert E. Goodwyn, of the Memphis (Tenn.) Queensware Co. The latter came here from Pittsburgh, where he left orders for glass.

* *

Four New York buyers were here last week looking for "white thirds," and went home practically empty-handed. Two of them were compelled to buy "R. K." in lieu of anything cheaper.

* *

The new "Genesee" dinner shape of the Homer Laughlin China Co., which is being shown in forty or more different treatments, is admitted by buyers to be one of the best offerings yet placed on the market. It has every indication of being even a greater success than last year's "Niagara." The high character of

the treatments being shown on the new plain shape gives buyers an open stock proposition that has seldom been equaled in American pottery.

* *

Cecil Taylor, of the Knowles, Taylor & Knowles Eastern territory, has been spending several days at the home office.

* *

Orders have started to come in for 1911 by mail, and word has been received from several jobbers that they will be in the district during the next two weeks to place orders and look over propositions and assortments for the new year.

* *

Additions will be made to the sales forces of a number of plants next January, and manufacturers have been receiving numerous letters of late from commission salesmen looking for lines.

* *

Business is a little more active on calendar plaques. Buyers were somewhat late this season in placing their orders, and the volume of business for these lines will not be as extensive as heretofore.

✕

Alfred G. Cochran has severed his connection with the Greenwood Pottery Co. **Trenton.** to take a position as superintendent of the biscuit kiln department with Charles Howell Cook at his Prospect Hill plant.

* *

Working is progressing nicely on the Kelsey Memorial School of Arts, but it is unlikely that the new building will be ready for occupancy before March 1.

* *

Announcement is just made of the wedding of J. Homer Stover, son of E. C. Stover, assistant general manager of the Trenton Potteries Co., to Miss Helen F. Weeks, of Philadelphia. The wedding occurred last June. The bridegroom is a teacher of chemistry at the local School of Industrial Arts, and is also connected with the Hydraulic Pressed Brick Co.



AT BOSTON.

A MOVEMENT is on foot here by the Boston wholesale trade to set apart one day in the week when visiting buyers will be sure that the members will be in their offices. Murt S. Wallace, manager of the local office of the United States Glass Co., is one of the men behind the project—in fact, he originated the idea several months ago and has been trying it out himself to good advantage. Tuesday seems to be the best day, according to nearly all those asked by the JOURNAL representative. Said one: "A great many New England buyers come to Boston Tuesdays; a few Wednesdays, and a scattering on Thursdays. Rarely do they come in Monday. Saturday is always a big day in retail circles, and Monday is spent looking over stocks; so Tuesday is the logical day. Those who now come Wednesdays and Thursdays could easily come Tuesdays if they were sure of having the whole trade greet them."

Charles Smith, of Timothy Smith & Co., is a skilled buyer and takes great pride in his spacious crockery and glass department. This store is near Dudley street Terminal, and is rated as the fifth largest department store in Boston.

The Boston Sample Rooms will be located beginning January 1 over the Essex street post office.

John Scott, of Bangor, Maine, who operates a tea store and sells a lot of crockery, was a visitor here recently.

The Addis-Addie Co. expect to open their new store December 1. Their goods will run in price from five cents to fifty cents, and they are buying immense quantities of glassware and crockery. Mr. Addis is the buyer, and Mr. Peterson, formerly with S. S. Kresge, is assistant buyer.

G. E. McFarlin, manager of the local headquarters of the Pittsburgh Lamp, Brass and Glass Co., has returned from a jaunt to the Maine trade. Local business with this house is exceptionally good.

Jerome Jones, in an interview with the writer, speaking of the souvenir book just issued devoted to the history of the Jones, McDuffee & Stratton, Co., said: "The record of our concern shows it to be one of steady progress, and the business is larger now than it ever was before, reaching out to every State in the Union. We do a large importing business, a large

wholesale, and a large retail trade, which enables us to be currently in touch with the world's market, as most orders have to be given months in advance. The concern has grown from less than twelve people in 1810 to over 140 employees in 1910. Boston is peculiarly well situated for the business, being the second seaport of the country for imports, and 200 miles nearer Europe than any other import city. Steamship facilities are good, and the foreign trade is growing remarkably."

Paul M. Phillips, manager of the Boston office of S. A. Weller, and his brother, Roy E. Phillips, left Monday for Zanesville, O., and will remain at the factory during December making preparations for the 1911 season.

Two Worcester, Mass., buyers in town this week were Mr. Richardson, of the Clark-Sawyer Co., and I. Isley, of Barnard, Putnam & Sawyer Co.

A. C. Titus, who runs a big china store at Newport, R. I., spent a few days here last week.

J. E. Johnston, traveling representative in the Middle West for the A. H. Heisey Co., passed through Boston Monday en route to his home at Sandwich, Mass.

The Lynn buying delegation in Boston this week comprised Mr. Goddard, of Goddard Bros., and Mr. Bodwell, with Burrowes & Sanborn.

Wm. R. Claflin has taken the representation of the Krantz-Smith Co., Honesdale, Pa., and is unpacking the sample line, embracing nearly five hundred pieces.

Edward J. Johnson is the crockery and glass buyer of the Atherton Furniture Co., Brockton, Mass. An extensive business is transacted here by this house.

Buyer B. G. Twitchell, of Vorenberg's, says that the cut glass business is the biggest in the history of the house, with china conditions just the opposite.

An impression seems to prevail among some of the trade that the Boston news only goes to New England—a "New England edition," so to speak. For those and others it may be said that the Boston gossip goes all over the world and is in every copy of each issue of the JOURNAL.

Geo. Ferguson, owning a big store at Haverhill, Mass., was buying goods here lately.

Fred Fisher, buyer for Nelson's department stores at Manchester, N. H., Nashua and elsewhere, was here for a short time, as was also A. St. Louis, for the James Edgar Co., Brockton, Mass.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. There is a marked tendency toward rock crystal effects in the goods planned for exhibition in January. The plain or colonial lines will also be largely in evidence, both in tank and pot glass. Buyers may come to market with the expectation of seeing a greater selection of goods than in past years, and they will not be disappointed.

The Puritan line of the McKee Glass Co. in the Pittsburgh sample rooms is assuming an enormous length. Twenty new pieces have just been placed on the tables. The rock crystal effect is carried out in every detail.

Miss E. M. Hamilton has been appointed actuary pro tem of the Flint and Lime Glass Manufacturers' Association, vice H. D. Murray, deceased.

The Sterling Cut Glass Co., Cincinnati, is seeking space at the Ft. Pitt Hotel for the January display, and it is believed other cut glass manufacturers will show there also. The Pope-Gosser China Co., Coshocton, O., also expect to make a reservation at the Ft. Pitt.

Johnston Bros., the largest handlers of bar goods in this section, are settled in their new location on Fourth avenue.

The Tarentum Glass Co.'s new Colonial line recently placed before the trade is having a good run. Several new pieces are expected to be added for the January exhibit.

A new colonial cut candlestick is the most recent offering of the United States Glass Co. Three new and exceptionally pretty cut vases are also on view.

Lighting goods manufacturers are in the midst of a busy season. Shades are being shipped heavily. The plumbers of the smaller towns have been buying liberally this season.

Pots have been placed in the furnaces of the new plant of Ripley & Co., at Connellsville, and two lines will be shown about December 15. It is expected

that all the lines of the company will be ready for the inspection of buyers in January.

Bryce Bros., of Mt. Pleasant, Pa., are showing a new line of cut stem and flat ware which is especially attractive and entirely different from anything offered the trade heretofore. The goods are for this season's delivery.

Two new lines will be shown in January by the New Martinsville Glass and Mfg. Co. One is a plain colonial tank line, in crystal and decorated, and the other a figured pattern in pot glass. David Fisher, general manager, has returned from a trip to Chicago and other Western points.

The American Glass Specialty Co. Monaca, Pa. has completed the improvement to its plant here, which was damaged earlier in the season by fire, and is operating both the local and Jeannette factories to capacity.

At the Rochester Cut Glass Co. Rochester, Pa. new business is coming in as fast as old orders are being shipped. It is possible that one or two special flat pieces will be introduced by this firm in January in connection with its long line of tumblers.

The Rochester Tumbler Co. lighted their third furnace last week.

The J. D. Bergen Co. is installing 150 new frames, thus making the equipment of the plant 300 frames, and will shortly begin the manufacture of a big cheap line of cut glass for department stores and premium houses.

The strike at the plant of the J. J. Niland Cut Glass Co. has been settled, and the men returned to work on the 17th.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
November 22, 1910.

ANTWERP		
118 packages glassware	.....	B Gunthel
6 "	"	Fensterer & Ruhe
97 "	"	Miscellaneous Orders
1 "	earthenware	G F Bassett & Co
8 "	"	L Straus & Sons
39 "	"	Koscherak Bros
5 "	"	L D Bloch & Co
4 "	"	C J Dierckx
72 "	"	Miscellaneous Orders
187 "	chinaware	Haviland & Co
17 "	"	Vogt & Dose
21 "	"	Miscellaneous Orders
82 "	toys	L H Mace & Co
19 "	"	B Illfelder & Co
18 "	"	Bawo & Dotter
46 "	"	Miscellaneous Orders

TRIESTE		
274 packages glassware	.....	A L Crawford
7 "	"	Miscellaneous Orders

FIUME		
25 packages glassware	.....	J Palme
27 "	"	F W Woolworth

COPENHAGEN		
11 packages earthenware	.....	Geo Borgfeldt & Co
33 "	glassware	Fensterer & Ruhe
10 "	"	Miscellaneous Orders
12 "	toys	Geo Borgfeldt & Co
12 "	"	Miscellaneous Orders

BREMEN		
4 packages glassware	.....	L Straus & Sons
40 "	"	Eimer & Amend
207 "	"	Miscellaneous Orders
53 "	earthenware	Geo Borgfeldt & Co
43 "	"	Knauth, Nachod & Kuhne
398 "	"	F W Woolworth
2 "	"	Koscherak Bros
358 "	"	Miscellaneous Orders
427 "	toys	Geo Borgfeldt & Co
21 "	"	R H Macy & Co
16 "	"	F A O Schwartz
24 "	"	L H Mace & Co
43 "	"	Bawo & Dotter
18 "	"	F W Woolworth
12 "	"	Geo H Bowman Co
460 "	"	Miscellaneous Orders

HAVRE		
19 packages chinaware	.....	J H Venon
81 "	"	Bawo & Dotter
9 "	"	C L Dwenger
4 "	"	G F Bassett & Co
5 "	"	L Straus & Sons
37 "	"	Wm Guerin & Co
48 "	"	H R Churchill
35 "	"	H Kupper
7 "	"	J Pouyat Co
83 "	"	Miscellaneous Orders
81 "	glassware	E Utard
2 "	"	Miscellaneous Orders

LONDON		
9 packages toys	.....	Geo Borgfeldt & Co
17 "	"	Miscellaneous Orders

SOUTHAMPTON		
38 packages chinaware	.....	A G Moment
22 "	"	H Creange
4 "	"	L D Bloch & Co
71 "	"	Miscellaneous Orders

LIVERPOOL		
37 packages earthenware	.....	W S Pitcairn
17 "	"	E Boote
7 "	"	J Wygand & Co
11 "	"	F W Woolworth
2 "	"	W H Plummer
7 "	"	Rowland & Marsellus Co
5 "	"	Bawo & Dotter
7 "	"	L Straus & Sons
6 "	"	R Slimmon & Co
13 "	"	G F Bassett & Co
10 "	"	Maddock & Miller
12 "	"	Miscellaneous Orders
12 "	chinaware	J Davison
16 "	glassware	Meakin & Ridgway
8 "	"	Miscellaneous Orders
18 "	toys	Geo Borgfeldt & Co
11 "	"	Miscellaneous Orders

HAMBURG		
6 packages glassware	.....	Frank & DeKeyser

YOKOHAMA		
170 packages chinaware	.....	A A Vantine & Co
241 "	"	Morimura Bro
252 "	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL		
7 packages earthenware	.....	Jones, McDuffee & Stratton Co
10 "	"	Mitchell Woodbury & Co
2 "	"	E Butler
10 "	"	A W Chesterton
5 "	"	Richard Briggs Co
11 "	"	Meakin & Ridgway
10 "	"	Miscellaneous Orders

ANTWERP		
11 packages earthenware	.....	Jones, McDuffee & Stratton Co
5 "	"	Mitchell, Woodbury Co
5 "	"	Geo Borgfeldt & Co
10 "	"	L Wolf & Co
11 "	"	Miscellaneous Orders

ASK HIM THESE QUESTIONS.

OCCASIONALLY there arises from the prehistoric past some individual of fossilized and ancient habit of mind declaring that "advertising does not pay." Should you meet anyone making such a statement, ask him these questions:

If advertising does not pay, how does a manufacturer thousands of miles away make somebody go into the grocer's or druggist's store in your block and buy his goods?

If advertising does not pay, how does a big mail-order house reach out and lift business practically from the next-door neighbor of the country store-keeper?

If advertising does not pay, why do the greatest department stores in the world run page after page, day in, day out, at enormous cost, in big newspapers and pay large sums to the men who write and illustrate their announcements?

If advertising does not pay, why do you see small merchants in every city in the land starting to use

No. 7—on

Vantine's
KINRAN
Patented

THE WONDER OF PORCELAINS."

KINRAN may be washed and scrubbed without injury.

Dust and dirt can't hurt its brilliance. The decoration is *permanent*!

Kinran will literally *brighten* your stock, as well as increase sales.

The new samples are unusually attractive.
We want *you* to see them.

A. A. Vantine & Co., Importers from
Japan and China,

12 East Eighteenth St., New York.

Prompt Deliveries Guaranteed.

Many new and interesting designs have been added to my sample lines of

THE CELEBRATED AHRENFELDT CHINA

manufactured at Limoges (France),

also the well-known Art Lines made by

C. G. SCHIERHOLZ & SOHN,

Plaue (Thuringia),

making my display more complete than ever.

HERMAN C. KUPPER,

IMPORTER,

Nos. 50, 52 and 54 Murray St., New York.

small space in the newspapers and then rapidly increasing the amount of space they use?

If advertising does not pay, why does anybody advertise?

The question as to whether or not advertising pays has long ago been definitely settled. Advertising always pays if it is handled the right way.

The merchant who would get the maximum results from his business must advertise. The difficulty which confronts him is to decide where to advertise, how much to spend, and how to get the greatest good from his expenditure.—*N. Y. Globe.*

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

Do You Want More Sales?

MANUFACTURERS' NOTICE—The advertiser, known to the general trade, wants lines of art glass, wrought iron, compo or wood carving, and brass lines and novelties, after January 1st. The proposition I have to offer is exceptionally good, and new to the District. Address C. & C., this office.

HELP WANTED.

WANTED—For 1911, four high grade pottery commission salesmen to travel in Ohio, Indiana, Michigan and Illinois. This is an exceptional offering, and men who can produce the goods can make good money. All letters confidential. Apply Box No. 783, East Liverpool, O.

WANTED—Experienced city salesman wanted by a wholesale importing house of china, glassware, etc. Address Box 736, this office.

SITUATIONS WANTED.

WELL-KNOWN lamp salesman would like to represent an American manufacturer of lamps, lamp goods, portables, etc., from January 1st, 1911. Metropolitan territory preferred. Address Box 734, this office.

THOROUGHLY experienced woman in wholesale and retail china business desires position as representative of some first-class house, either in the United States or Canada. Best of references. Address Box 735, this office.

A MAN of correct habits and many years of road experience, having favorable acquaintance with the best houses, desires a position with a good pottery. Best of references. Address Box 737, this office.

BUSINESS OPPORTUNITIES.

WANTED—A competent young man not over thirty-five years of age, thoroughly conversant with the crockery, china and housefurnishing business, as salesman for an old-established business handling the largest and best trade in the city. Must have \$5,000 to \$10,000 to enter corporation. Location of store considered one of the best. Long lease. In one of the most promising, active cities on the California Coast. This is a wonderful opportunity for a sober and competent man with good references. State age, experience, whether married, and give references with inquiry addressed to CALIFORNIA, this office.

THE LEIPSIK ADVANCE FAIR FOR SAMPLE STOCK AND SAMPLE COLLECTIONS

of porcelain and other ceramic goods, glassware, metal goods, jewelry, leather goods, woodenware, basket goods, japan and china ware, dolls and toys, papery, musical instruments, soaps, perfumes, luxuries, house and household utensils of all kinds, and also similar goods of all kinds, will commence

MONDAY, MARCH 6th, 1911,
and will close

SATURDAY, MARCH 18th, 1911.

The principal exhibition will be during the first week.

The Council of the City of Leipsic.

LEIPSIK, GERMANY.

POTTERS' MARKS.

TWO thousand years ago Potters' Marks were impressed from incised stamps. Time improves most methods of manufacture, and the latest improvement along this line is the use of rubber stamps. Dies of exclusive design, in which material, workmanship and artistic conception have all been directed to meet the peculiar requirements of Pottery Manufacturers, can be purchased from

THE TIME AND ENERGY COMPANY,

128 South Clark St., Chicago.

They have made a special study of the subject. Write them.



THE HASKINS GLASS CO.,

Manufacturers of Highest Grade

Illuminating Glassware,

WHEELING, W. VA.

Factories, Martin's Ferry, O.





NEW YORK, DEC. 1, 1910.

THE CONDITION OF BUSINESS.



Most encouraging reports come to us **New York.** of the condition of retail trade all over the country. The only trouble with the dealers is that they have not enough stock. They are losing sales every day because they cannot supply their customers with what they need, and are forcing old stocks whenever it is possible to do so. Returning travelers say that in some cases open-stock patterns are taken off sale and the samples put out of sight because the dealer cannot make up complete dinner sets as a result of not having bought early enough and in sufficient quantity. The rush is not confined to any one locality. Even in New York, where trade has been duller this fall than in most places, a good business is being done now.

The wholesale men who carry stock are doing business, but not in a very satisfactory manner. Every mail brings orders for small quantities, and messengers from nearby trade are running in every day, and sometimes two or three times a day, for little lots. All the wholesalers say that they have had more orders this fall than for a long time; but in the aggregate the business is not large. The filling of these small orders is expensive. It is just as much trouble—more, in many cases—to fill an order for parts of dozens as for full packages. It requires just as much clerical work and postage to fill, pack and ship one of these small assorted orders as it would six times as much if in original packages, and the cartage costs

more. This item alone is from half to twice as much again as that of last year.

The outlook for the holiday trade is large and is only limited by the amount of goods that retailers have in stock. This being small, it does look as if the wholesalers must have a big business next year. An occasional retailer may be overstocked; but instances are rare. There are those who have possibly too much of a certain kind of stuff. If so, it naturally hampers business. For instance, a dealer with \$50,000 capital who has overstocked \$15,000 or \$20,000 of slow-moving goods, induced thereto perhaps by the low prices offered, has his working capital virtually reduced to \$30,000. If he were wise he would turn that stock into cash at almost any sacrifice, that he might have the money to put into live goods.

American manufacturers are exceedingly busy; but they, too, find that orders are small and frequent. An exceedingly good sign for the future is that, quietly and without parade, very handsome orders are already being booked by both importers and manufacturers for next year's business. So far as we can ascertain, these orders are in excess of last year, both in number and volume. Wholesalers and manufacturers are beginning to awake to the fact that the country is really in a good condition, and the movement for expansion is greater and more pronounced

than it has been for two or three years. It is certain that indications point to a very good business in 1911.

The holiday demands having been supplied, a number of the plants here have suffered a slump in business and are now working but three days a week. While a few of the potteries continue to keep busy, the falling off in orders has been felt generally, and few goods will be manufactured from now until the annual inventory except for immediate shipment.

Retail business has started with an unusual spurt, and department store proprietors report sales of cut glass, dinnerware and fancy pieces of china to be larger at this time than for a number of years.

Glass manufacturers throughout this territory are busy cleaning up late season orders, and there is a fair amount of new business coming in at the same time and for shipment this month. There is a good demand for cut glass and etched ware. Staples are moving nicely, and there is some call for decorated novelties. High grade pressed ware is also moving steadily, while the demand for tumblers is as strong as ever.

There is no dearth of orders with the manufacturing potteries. Plants are running to capacity in the majority of instances. Some clay shops are working overtime, while packers and decorating shops in other potteries are putting in extra time. Dinnerware is moving the strongest. Specialties are also in demand. The majority of the manufacturers are now busy on their new lines, many of which will be ready December 15.

OBITUARY.

LAST Saturday Judge Robert W. Tayler, of the United States Court for the Northern District of Ohio, died of a paralytic stroke, aged fifty-eight years to a day. From 1880 to 1886 he was prosecuting attorney for Columbiana county, Ohio; from 1895 to 1903 a member of Congress from the Eighteenth Ohio District, and in 1905 was appointed to the judgeship. While prosecuting attorney he lived in East Liverpool and became very familiar with the wants of the potters, and when in Congress was of great assistance to them in various ways. During his residence in the pottery city he acted as correspondent for the CROCKERY JOURNAL. He was a man of the strictest integrity,

had a judicial mind, and was highly respected by all who knew him. He was a great-grandson of Jonathan Edwards, and inherited many of that celebrated man's characteristics.

EXCELLENT OUTLOOK IN THE WEST.

TO satisfy himself as to the real condition of trade, H. C. Kupper made a two weeks' visit to the West, taking in cities like Cleveland, Toledo, Detroit, Chicago, Buffalo and Pittsburgh, returning Monday morning. He says that in every place he went he found retail trade excellent. There was a rush, a hurry and a bustle about things indicative of good business. He also learned that stocks were exceedingly light, and to meet the wants of customers they were taking out from stock rooms and pulling from under counters anything and everything to fill up their shelves. The "hand-to-mouth" policy which dealers have been pursuing this fall has depleted their holdings as never before in the history of the trade. In view of this condition, it would seem as if retailers must buy early and largely right after the new year.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Nov. 12,'10	Correspond- ing period 1909	Exports Jan. 1 to Nov. 12,'10	Correspond ing period 1909
Boston	134	88	6834	5536
New York	146	80	7712	5684
Baltimore . . . . .	...	29	12348	15444
Philadelphia	49	40	4963	3696
New Orleans	20	103	2029	2212
Newport News . . . . .	...	...	204	1080
San Francisco . . . . .	...	...	93	236
Portland (Me.) . . . . .	...	...	1029	1885
Galveston . . . . .	...	49	1431	1406
Portland (Or.) . . . . .	...	..	25	95
Inland Points	143	47	1718	1091
Total	492	436	38386	38365

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Nov. 12,'10	Correspond- ing period 1909	Exports Jan 1 to Nov. 12,'10	Correspond ing period 1909
New York	155	142	8192	7182
Boston	134	107	6582	5331
Philadelphia	49	40	5183	4046
Baltimore . . . . .	...	20	15118	16105
San Francisco . . . . .	...	...	244	193
New Orleans	20	100	2196	2834
Portland (Me.) . . . . .	...	...	1943	1943
Galveston . . . . .	...	49	1513	1393
Newport News . . . . .	...	...	971	1080
Portland (Or.) . . . . .	...	...	55	55
Inland Points	103	47	1190	1196
Total	461	505	43187	41358

The New York Crocery and Glass District.

Cox & Lafferty are now located in their new showrooms at 25 Park place, where much larger space and increased facilities will enable them to properly display complete samples of all their various factories. Having outgrown their present location, it was necessary for them to secure larger quarters. Buyers will be agreeably surprised when they call and see the new showrooms. A number of changes are being made in their business; certain departments will be under the direct charge of capable men selected for their knowledge of the lines they will handle.

Bawo & Dotter are giving some prominence to fish and game sets in a variety of wares and decorations. The prices offer the usual wide range. The hand-painted sets are works of art of a high order in which the most fastidious connoisseur will find naught open to cavil. The Crown Derby line of china will hereafter be exhibited by Bawo & Dotter.

The stock of fancy goods at Haviland & Abbot's offers some of the best bargains in the District. Out-of-town buyers who can use an assortment of fine French china for the holiday trade may order a given amount by mail, leaving the firm to make up the assortment with or without suggestions, and be assured of receiving within a few days a shipment that will prove as profitable as any that could be made at this time. The open stock dinnerware is in very good condition, especially the moderately-priced patterns, and immediate shipments can be made.

Teapots, English earthenware and china, with which the name of Robt. Slimmon & Co. is mostly associated, do not embrace all the big lines which that firm displays. The Church street showroom is devoted the year round to one of the largest and finest sample lines of English toilet sets on exhibition in the country, and it creates one of the heaviest accounts in the year's business. The buyer of these necessities will find in the Slimmon display toilet sets that not only fulfill their mission as durable utilities,

but add in no small measure to the decorative effect of the apartment.

A novel square covered dish is the latest arrival at the Bassett showrooms. It is made of Burleigh ware, and is the only thing of its kind to be seen in the District. The decorations consists of conventional designs in imperial blue, with full gilt trimmings. The new shape is called the "Cranborne."

Manager Woodworth, of the New York office of S. A. Weller, reports the factory pretty well sold up on a number of lines; but shipments of certain lines for holiday trade may still be made, especially staple goods, such as jardinières and pedestals, and similar glazed ware. These latter lines embrace many items which enter largely into the list of holiday gifts. Immediate orders, however, are absolutely necessary to secure the goods in time.

The Bradley & Hubbard Mfg Co. has been enjoying a very brisk run of business during the past few weeks. The line appeals especially to the buyer desiring the best in workmanship and quality at moderate prices. The hanging fixtures and portables on display are very attractive, and the colors employed on the shades are noticeable for their fine blending. Plenty of up-to-date designs are added from time to time, thus keeping the line fresh and salable.

A number of new pieces of white china, principally vases, small pin trays, etc., will shortly be added to the line of the Art China Import Co. These new pieces have been carefully selected and are unique in design. The present line on display is one of the largest to be seen in the District.

Buyers and dealers who are not on the mailing list for *More Light*, a little house organ published monthly by Edward Miller & Co., should send their names to one of the branch offices, so that they will receive the publication. It is full of clear descriptions

and illustrations of new goods and will be found extremely helpful in aiding the selection of gas and electric decorative fixtures.

The C. F. Monroe Co., 28 Barclay street, launched an auction sale Monday with the announcement that \$25,000 worth of cut glass, etc., must be turned into cash before Christmas.

Cox & Lafferty have completed arrangements to take over on January 1 the cut glass line of the Eygabroat-Ryon Co., Lawrenceville, Pa., and will sell the entire output of the plant. E. H. Hammond, who has heretofore represented the glass company in New York, will devote his time to the manufacture of lamps—a new enterprise recently launched, with E. L. Bates as a partner.

BUSINESS BRIEFS.

Mrs. Stover has opened a five- and ten cent store in Freeport, Pa.

The Herbert Demer Cut Glass Co.'s plant will shortly be moved to Halstead, Pa.

The loss by fire on the department store of Albert Lurie, Chicago, is put at about \$80,000.

The Aluminum Specialties Mfg. Co. has been incorporated at Fulton, N. Y. Capital \$7,500.

The management of the Peck China store, Salesburg, Ill., has been transferred to G. D. Pockok and F. Garland.

Frank Burns, Portland, Me., has purchased an interest in the dry goods and crockery store of David T. Perry & Sons.

William F. Brugger has opened a crockery, glassware and housefurnishing store at 805 Michigan avenue, South Bend, Ind.

Walter M. Richards has moved his five and ten cent store from the Coliseum building to the Masonic Temple, Belfast, Maine.

Wm. M. Haslett Co. have incorporated at Atlantic City, N. J., to deal instationers' supplies, toys, novelties, etc. Capital \$25,000.

The L. Straus & Sons Mutual Benefit Association re-union will be held on Wednesday evening, January 11, in the Yorkville Casino.

The Fort Worth Glass Mfg. Co., has been incorporated with a capital stock of \$100,000. The incor-

porators are D. Watson, J. D. Lattimore and C. A. R. Gotesmani.

Clark Brothers, of Elkland, Pa., have purchased the china and crockery store formerly operated by Smith & Ritter at Westfield, Pa.

Schedules in the assignment of Adolf Besner, crockery, 63 Avenue C, show liabilities \$1,012, nominal assets \$225, actual assets \$150.

The 130 employees of the stamping department of the Canton Stamping and Enameling Co. who struck on the 21st have returned to work.

The disastrous fire at Newark, N. J., wherein so many lives were lost, destroyed the property of the Anchor Lamp Co., which occupied the third floor.

The Economic Burner Co. has been incorporated in this city with a capital of \$500,000 to manufacture burners for heating and cooking with gas and oil.

Phong, Fat & Co., dealers in Oriental goods at 1125 Broadway, have been absorbed by the Sing Fat Co., which also operates similar stores in San Francisco and Los Angeles.

Because of the West Virginia Mining Institute being held in Wheeling next Tuesday and Wednesday, hotels there have advised traveling men to change their routes for those two days.

Hyman Schechter, who operated a three, nine and nineteen cent store at 335 Grand avenue, and also one at 2897 Third avenue, both this city, has made a composition with his creditors at twenty-five cents on the dollar.

Kinney & Levan, Cleveland, are offering at their main store and all their sample rooms a number of short lots of holiday goods at half price. This affords dealers a good opportunity to improve their holiday displays at once.

The Pelletier Co., dealers in china, glass and toys, Sioux City, Ia., is completing extensive improvements at its store. A new basement has been opened which is connected with the old one by a subway. The new room gives about twice the space for housefurnishing goods and toys.

Miss Maud Stewart, who recently assumed the management of the china, glass and housefurnishing department of the J. B. Wells & Co., Utica, N. Y., opened the department to the public in a most auspicious manner a few days ago. The stock is up to date, and is arranged in a most tasteful manner.

Stern Bros., department store, this city, have

increased their capital stock from \$7,500,000 to \$10,500,000. Isaac Stern retires, and his brother Louis, secretary of the corporation, has purchased his stock. Mr. Stern gives age his reason for retiring. He was born in 1843, and in 1867 with his brothers Leopold and Louis opened a dry goods store on Sixth avenue, near Twenty-third street.

AT BOSTON.

ANOTHER example of the avoidance of Boston by some buyers was cited by a party from New York recently, who said that buyers from Vermont, New Hampshire, Western Massachusetts and Rhode Island had recently called and purchased goods at the New York headquarters. The same firm has a branch at Boston. Why were not these orders placed through the Boston office? A good array of samples is maintained here, the prices are the same, the Boston man is a first-class fellow. Everything certainly points to Boston. Some people seem to forget that the Boston man knows the local field; that he has made a study of selling conditions for his territory, and that he knows the styles one should buy for the biggest profits. This is insurance against piling up a quantity of unsalable stuff. Different markets consume different goods. A hit in the East is a failure in the West. A Boston man can advise his clients properly. He is where you want him in a hurry; there is a personality to the transaction; and as "permanent patronage" is foremost in his mind, the buyer reaps all the benefits.

E. H. Farnsworth, of E. H. Farnsworth & Co., was a visitor here this week. He is convalescing from a severe illness, and it was his first visit for months. This company owns two crockery stores—one at Brockton and the other at Rockland, Mass.

The Jones, McDuffee & Stratton Co. have dressed their retail windows in Christmas garb, and are largely advertising crockery, china and glass for gifts.

As announced in these columns recently, the R. A. McWhirr Co., of Fall River, will open a glass department in New Bedford. This will simply be a branch department, and will be located in the store of the Starr Dry Goods Co. Contrary to expectations, W. E. Noyes, buyer for the Fall River store, will not take charge of the new branch. The buyer problem is now on the grill, and may be announced any time.

Henry T. Edwards, Boston man of the Fostoria Glass Co., leaves in a few days for a visit to the factory. D. J. Mahoney, his aide-de-camp, will rule in his absence.

David McGee, with W. G. Brown & Co., Gloucester, Mass., will on January first return to his old stand

with Martin Taylor, Gloversville, N. Y.. His absence will be regretted by the trade, among whom he has many warm friends.

H. J. Smith, the industrious traveling man for Cox & Lafferty, New York, is in Boston for several days, having just closed his Pennsylvania trip. About December 10 he will make a tour of the factories for which his firm are selling agents.

John Ryan, recently with H. C. Hopkins & Co., Dover, N. H., is now associated on the buying end of the Armstrong one to twenty-five cent store in Lynn, Mass. The deal was consummated Saturday and Mr. Ryan begins his new duties at once.

For the first time this year, R. H. Stearns & Co. have a big window display of cut glass and china. Geo. H. Wood, the well-known glass man, is buyer for this department.

Arthur Racicot, of Racicot Bros., Webster, Mass., made one of his occasional buying trips here this week.

There was almost a riot in the china and glass department of the Houghton & Dutton Co. recently, when John J. Curry, buyer, sold a lot of attractive goods as "specials." It is estimated that two thousand people were in that space at one time, making it entirely impossible to serve them, and the sale had to be suspended.

G. L. Desaulniers, Woonsocket, R. I., was here this week placing some late orders.

Daggett & Curry have started the manufacture of lamps and shades at 283 Franklin street.

POTTERY SALESMEN'S ELECTION AND MEETING.

THE ballots for the election of officers and directors of the Pottery, Glass and Brass Salesmen's Association were mailed to members this week. The nominations remain as published in the JOURNAL last week, with the exception of that of Edw. Butler, who has declined the nomination for director. The annual meeting of the Association will be held in the rooms of the Crockery Board of Trade, December 16, at 10 a. m., at which time the ballots will be counted.

Arrangements for the annual banquet, December 30, are nearly completed. The banquet room at the Hotel Astor used last year was believed to be too small for the expected gathering this year, and the Belvidere room on the ninth floor, with entrance on Broadway, has been engaged.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAUQUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS,
TEL. 5092 BARCLAY.MECHANICAL DEPT.,
TEL. 5086 BARCLAY.**SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:**

United States.....	\$2.00
Canada.....	3.00
All other foreign countries in the postal union.....	4.50
Single copies.....	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 1, 1910.

NOW FOR THE HARVEST SEASON!

THE next three weeks will be the retailers' annual harvest season. Their tables and shelves have already been given over to the usual brilliant and enticing holiday displays, and the stocks are even now feeling the first tremors of the year's three biggest weeks. The importing and wholesale houses report a total business slightly in excess of last year, notwithstanding the great conservatism manifested throughout the year by large and small buyers alike, who have ordered in smaller quantities than usually, but who have been forced to replenish stocks more frequently, thus indicating conclusively that the goods are moving steadily, if not briskly.

While it is probably true, as many claim, that there has been little dash to the demand for crockery, glass and similar lines, yet the fact must not be lost sight of that there has been an improvement over last year, be it ever so slight. This condition in itself is an indication of healthy recovery from the period of depression having its inception in the financial panic of 1908.

The recent pessimistic utterances of Jas. J. Hill, of the Great Northern Railroad, who predicted lack of employment for many men next year, have been promptly refuted by men who have a wider knowledge of the country's condition, and whose refutations have been corroborated by the prompt placing of large orders for steel rails, directly contrary to Mr. Hill's statement. The latter appears to base his predictions upon the restricted improvements contemplated

by his own railroad. The Great Northern is, however, a comparatively small factor in the general industrial condition of this great country. The foundation for a sturdy recovery has been laid; the tide has turned; and there is every reason to believe that the upward trend already evidenced will continue.

PERSONAL.

THE best known man in the trade, probably, is Senator Nathan B. Scott, president of the Central Glass Works, Wheeling, W. Va., and his friends will be sorry to hear that he is suffering from a general nervous breakdown. His physicians, however, hope that he will be sufficiently recovered to take his seat in Congress when it meets next Monday.



Wm. P. Graham, of Graham & Zenger, left Wednesday for a short trip West.



Hugo H. Freudenfels, who has been indisposed for some weeks, due to a general run down condition caused by overwork, is recovering in great shape.



Robert Rodger, now with Henry Creange, Inc., will travel for Bawo & Dotter after January 1.



Geo. Tonolla, one of the G. D. A. roadsters, returned from a six weeks' trip last Friday. He will remain at headquarters the rest of the year.



J. H. Young is no longer connected with the Art China Import Co.



Walter Fishel has returned from a seven weeks' trip through his regular Eastern territory for the Strobel & Wilken Co., and reports a number of good orders booked for spring delivery.



Edward O. Coles, with J. Morgan & Sons, is spending this week visiting suburban trade.



George C. Seeley, of Fitch, Seeley & Co., Walton, N. Y., made a pleasure trip to the city last week with his family. Incidentally he made a few calls in the District to place "immediate shipment" orders.



F. A. Hopton, a well-known electric fixture salesman, has connected himself with the Dale Co.



Edw. B. Dickinson, the West Broadway pottery and glass agent, has been in Pittsburgh and at the

factory of the Steubenville Pottery Co. all this week. His itinerary called for a return to headquarters on Friday morning.



H. S. Clarke, of Robt. Slimmon & Co., returned from a brief visit to Philadelphia last week. This will probably be his last absence from headquarters this year.



Jas. Uniack, one of the real stars among the coterie of salesmen, has written "finis" on a very successful season, and is back in New York. He is selling for the Hunt Glass Co., the Uniack brass goods, and the jugs and vases of the Jewel Cut Glass Co.



Chr. Clauson-Kaas sailed on Tuesday for a visit to the factory at Copenhagen. He was a passenger on the Kronprinz Wilhelm.



Frank S. Warren, with Maddock & Miller, sailed for a visit to England, leaving on Saturday.



Mr. Cheydleur, a jeweler of Norwich, N. Y., placed his holiday orders for cut glass in the District last week.



R. J. Wylie, New England traveler for the Geo. H. Bowman Co., returns to the New York headquarters at the end of this week.



A. F. Priestley, of the Camden City Cut Glass Co., passed a day in the District last week, conferring with his agent, A. A. Bean, regarding the sample line for next year.



John C. Fisher, who is selling the Paroutaud line for Fondeville & Van Iderstine, made his last stand of the season at the Continental Hotel in Philadelphia this week. He will be at the Warren street headquarters beginning next Monday.



Chris Scherfig, who formerly represented the Royal Copenhagen Porcelain Works, is now connected with the Danish Arts and Crafts Exhibit, West Thirty-third street.



J. F. Butler, Potsdam, N. Y., felt the Thanksgiving trade to such an extent that he had to make a hurried visit to the District last week to replenish from the stock houses.



W. B. Speck, of Speck Bros., Haverstraw, N. Y., placed stock orders in the District last week.



Sol Rabinovitz, who has been looking after stock and doing general office work at Bowman "White House" on Murray street, resigned last Saturday to

accept a position with the Art China Import Co., 32 West Twentieth street.



Fred Herr came in last week from a three months' trip through the South for Bawo & Dotter.



Wm. H. Arden, who is now traveling for the Shenango Pottery Co., New Castle, Pa., was a visitor in the District Monday, departing in the evening for Philadelphia, where he is showing all week at the Continental. Mr. Arden formerly traveled for Geo. F. Bassett & Co.



George Hamilton, who represents Furnivals, Ltd., sailed for England on Saturday to visit the factory.



Sam. P. Arnold, who spreads the fame of Edw. Butler's lines, has been showing at the Continental Hotel, Philadelphia, all this week.



Chas. D. Pearson, Indianapolis, arrived in New York Monday morning for his annual fall buying trip. He says business has been normal, and that he will buy the usual quantity of goods. He is registered at the Imperial.



Thos. Jones, New York agent for the McKee Glass Co., returned last week from a two weeks' visit to the factory at Jeannette, Pa., during which he made arrangements for next year's samples.



H. C. Fry, of the H. C. Fry Glass Co., Rochester, Pa. made a short visit to New York Wednesday. He says business is "fine" at the factory.



T. B. Clark, of the T. B. Clark Cut Glass Co., Honesdale, Pa., was in New York this week conferring with Mr. Dithridge.



Chas. Weiss, with Wm. Guerin & Co., came home Tuesday from a short trip to Chicago.



J. Meredith Miller returned to his desk at Maddock & Miller's on Wednesday afternoon after an illness due to ptomaine poisoning.



Albert E. Snow, the popular president of the Pottery, Glass and Brass Salesmen's Association, and lately the manager of the New York office of the Plume & Atwood Mfg. Co., has organized the Snow-Dole-Richards Co., to manufacture screw machine products, metal goods and specialties. Associated with Mr. Snow are Francis H. Richards, Fred J. Doyle, and Alfred W. Martin. The company is capitalized at \$50,000 and has offices at 9 to 15 Murray street, where Mr. Richards has been located for about fifteen years. Mr. Snow is a keen and clever business

man, and the new concern should prosper under his guidance.



Alfred B. Evans, of Meakin & Ridgway, has completed his road work for the season and is now home to enjoy a well earned relaxation.



H. C. Edmiston is due home from his extended road trip the end of this week.



J. Palme, who has been abroad, is due to arrive December 7 on the "President Grant."



John W. French returned Tuesday from his Fall trip of three months with John Davison's lines. He and Wm. J. Noble are through traveling for this year.



Aaron S. Stern, vice-president and treasurer of the Sterling Glass Co., Cincinnati, O., arrived in the city Thursday of this week.



Ira A. Jones, manufacturers' agent, Chicago, spent a few days in New York this week.

AT CHICAGO.

WHILE domestic crockery has become very popular here, its sale has not affected the demand for imported ware. But the same cannot be said of cut glass goods. The domestic product has made great inroads upon the imported cut glass trade. It is claimed by some that the American is not only as good as the foreign, but in many instances is superior both as to workmanship and design. So urgent has become the pressure of business in this commodity that the manufacturers have been obliged to make temporary concessions to the striking glass cutters. The growing demands of the holiday trade became so urgent that the employers found themselves facing a disastrous loss if the shutdown continued, and for that reason were forced to yield for the present to the demands of the strikers. Yet it is not thought that the present conditions of employment can become permanent, and a readjustment immediately after the new year is confidently predicted by those well informed.

* *

There has been an exceptionally good demand for perfumery bottles this year. The holiday season always stimulates trade in this line, but it is claimed by most dealers that this has been an exceptional year.

* *

Some of the dealers seem to resent the publication of news concerning the business in general. They are inclined to sit back upon their dignity, and claim that their autocratic position must not be assailed.

Most of the dealers, however, are mighty jovial fellows, and, being good business men, see its advantages. As one put it, "I accept all the publicity I can get. That is a part of the business."

* *

D. C. Jenkins, of the Jenkins Glass Co., Kokomo, Ind., was a guest of his old-time friend, George W. Anderson, this week.

* *

Henry Witte, of Bawo & Dotter, New York, was a guest this week of his friend Chas. Patterson, the crockery man for Carson, Pirie & Scott.

*

The men handling crockery and china for premium purposes report that their business with tea and coffee houses has fallen off considerably during the past month. The raise in the price of coffee has caused the dealer to make all possible cuts, and the premium men have had to suffer. Many people during these high priced-times are not willing to add to the price of the coffee the few cents more necessary to get the premium; and as one dealer put it, "You know, Jones always pays the freight."

* *

J. M. Takito, of Takito, Ogawa & Co., dealers exclusively in Japanese goods, has just returned from a trip to Japan that lasted eight months. The firm will after the first of December occupy the entire building at 166 East Lake street.

* *

A. S. Adams, of Adams Brothers & Co., is now visiting the various glass factories in Pennsylvania and West Virginia in the interest of the firm.

* *

J. E. Boreing, of the Crookville China Co., has just undergone an operation for appendicitis. Last reports stated that he stood the operation well and was resting comfortably at the hospital.

* *

Ira A. Jones, of the Ira A. Jones Co., left last Sunday for his annual trip among the Eastern factories. While gone he will visit New York, Philadelphia, Morgantown, W. Va., Coshocton, O., and other points. He expects to be gone about two weeks.

* *

Wm. C. Forbes, manager of the A. M. Foster Co., and Miss Katherine L. Pinckard were married last Saturday at the home of the bride's parents in this city. Immediately after the ceremony they left for a trip south.

* *

B. Franklin, of John Franklin & Co., will visit Dunkirk and Kokomo, Ind., this week.

* *

Wm. Bartley, assistant to Thomas Singleton, local manager for the J. D. Bergen Co., underwent an operation last Friday as the result of an injury about four years ago in playing football, when some of the bones of his nose were broken. He is reported as recovering nicely, and will sustain no disfigurement.

Among the Potteries

East and West

East Liverpool and Vicinity.

When the domestic pottery manufacturers look over their sales reports for 1910 there is reason for believing that all

previous records will be shattered, in so far as total production is concerned. Salesmen report that American ware is being received more steadily and sought more freely than ever.

* *

The first week in December finds a number of pottery manufacturers anywhere from one to six weeks behind their orders. They are doing their level best to get goods out as fast as possible. More decorators are being employed, and now there is trouble in getting ware through the glost and bisque kilns as fast as the decorators require it.

* *

Frank I. Simmers, who has been in the West for several weeks for the Hall China Co., has returned and says: "There is a decided improvement in trade conditions, and it looks as though 1911 will be more productive than this year.

* *

The Vodrey Pottery Co. has issued a new 48-page catalogue of white and decorated ware. The improvements to their Risco dinner shape are shown, and the white and decorated lists are also given. The same sales force will be maintained next year, namely, William Cox in the East; T. A. Copperstone in the Middle States; A. E. Klehm in the West and Northwest.

* *

W. M. Litten, a former pottery salesman handling the Smith-Phillips China Co., Limoges China Co. and D. E. McNicol Pottery Co. lines, has assumed the management of the Postal Telegraph Co.'s offices in this city. He is well known among the Western trade.

* *

The treatments being selected for the new toilet shape of the Smith-Phillips China Co. will be as different from anything now on the market as the east is from the west. The firm has been offered exclusive use of twelve treatments, and they are all so clever that there is some little trouble in picking out the best. As the new shape is plain, conforming to

the famous Princess dinner shape of this house, it affords wonderful opportunity for high class decorating.

* *

Fred Kline, Eastern salesman for the Warner-Keffer China Co., has gone to his home in Philadelphia, where he will remain until after Christmas. Harry A. Keffer, who represents the company in the West and South, has returned from a brief trip through Ohio and Michigan.

* *

When one local concern notified its representative not to send in any more orders for delivery this year the latter promptly placed a stock order. "That was more than we looked for, and we have been compelled to make it up," said the sales-manager. "It proved to us that our man was going to protect his trade at all hazards."

* *

Underglaze jet black and gold is the treatment on a new line of of jngs now being shown by the Hall China Co. It is the first decoration of the kind produced here in a decade, and gives promise of becoming very popular.

* *

For several years "Laughlin's" has been recognized as the largest "salad" pottery in the country. Hundreds of different treatments are always to be had, and the assortments are very popular. For the new year a more elaborate line of salads will be shown by the Homer Laughlin China Co. than ever before assembled.

* *

The underglaze blue ware of the Cartwright Bros. Pottery Co. has been in such demand that the plant is rushed in getting all its shipments out on time. The treatment is just a little different from anything of the character heretofore attempted on American pottery.

* *

The National China Co. has announced the appointment of the following representatives, effective Dec. 1: G. F. Winter, who will travel southern West Virginia and all of Virginia; I. D. Schaffer, to travel Texas; F. A. Martin, both Carolinas.

* *

Should buyers fail to receive all the goods they

have ordered from the local potteries this year it will not be because the manufacturers are not exerting every effort. Hundreds of orders have been coming in at the last minute for immediate shipment, and it is impossible to get all of them out when wanted.



Abe Hays, who travels East for the Cook **Tranton.** Pottery Co., is home after a most successful season, and will remain about the plant until after the holidays.

* *

William B. Scammell, who covers the South and West for the Maddock Pottery Co., is another knight of the grip who is enjoying a few weeks at home after one of the most strenuous seasons in his experience.

* *

The will of James Tams, president of the Greenwood Pottery Co., who died recently, was filed here last Wednesday and provides for the continuation of the business by his six sons. The estate is valued at between \$350,000 and \$400,000.

A unique provision of the will is that in the event of any son, or grandson, revealing the secrets or competing with the Greenwood Pottery Co., or Greenwood China Co., the executors are directed to withhold the annual income and his share of the residue of the estate, which is to be divided at the end of twenty years. A provision has also been inserted that no grandson shall be employed in the management of said companies while any one of the sons desiring employment shall remain unemployed. He also requests that each of the boys devote his entire time to the plants.

* *

After an illness lasting less than a week, Frank Caterson, one of the oldest kilnmen in the city, died at his home here last Friday at the age of sixty-eight.



Work is progressing very favorably at **Niles, O.** the new plant of the Tritt China Co., and within a short while samples will be ready. The complete lines will be prepared in time for January buyers.



The Great Western Pottery Co. is **Kokomo, Ind.** having considerable success, it is said, in firing kilns with oil. This fuel is being used for both bisque and glost. The claim is also made that the cost of firing is reduced.



The pottery now being operated **Wellsville, O.** under the name of Smith-McNicol will possibly change its title shortly. W. L. Smith, who was one of the original partners in this concern, has disposed of his interests and is devoting his entire attention to the plant of Taylor, Smith & Taylor, at Chester, W. Va., while D. E.

McNicol confines his time to the D. E. McNicol Pottery Co., East Liverpool. The Wellsville plant is under the sole management of Albert Corns.



The decorating department of the Salem **Salem, O.** China Co. is in charge of John Bahl, formerly of East Liverpool, who is preparing some very attractive open stock treatments for January.

ADVANCE IN DOMESTIC CROCKERY PRICES.

THE appended changes in the list prices of earthenware issued by the United States Potters' Association will go into effect January 1. The advance is not large, and affects comparatively few items. Therefore, while it will inure considerably to the advantage of the manufacturers, it is not expected to meet with objection from the retailers.

	Old list	New list
Basins, hotel.....	8 40	10 80
Bonillons.....	2 30	2 50
" cups only.....	1 50	1 75
" saucers only.....	80	75
Bowls, Oyster, double thick, footed, 54s ..	1 16	1 25
" " " " 48s ..	1 25	1 34
" " " " 42s ..	1 34	1 45
" " " " 36s ..	1 34	1 54
" " " " 30s ..	1 60	1 80
" " " " 24s ..	2 00	2 20
Coffees, A D fancy.....	1 34	1 60
" cups only, fancy.....	80	93
" saucers " ".....	54	67
Dishes, 9 in., all kinds except hotel	2 40	2 80
Dishes, hotel, 5 in, double thick only.....	1 30	1 40
" " 6 in, " ".....	1 40	1 60
" " 7 in, " ".....	1 60	1 80
" " 8 in, " ".....	2 00	2 20
" " 9 in, " ".....	2 40	3 00
" " 10 in, " ".....	3 60	4 00
" " 11 in, " ".....	4 80	5 20
" " 12 in, " ".....	6 00	6 40
Fruits, hotel, double thick and roll edge, 3 in.	50	54
" " " " 3 1/2 in.	54	60
" " " " 4 in.	60	65
" " " " 4 1/2 in.	65	70
" " " " 5 in.	70	75
Ice Creams 3 in.....	47	50
" 3 1/2 in.....	50	54
" 4 in.....	54	60
" 4 1/2 in.....	60	65
" 5 in.....	65	70
Ice Creams, hotel, db'l thk and roll edge, 3 in.	47	54
" " " " 3 1/2 in.	50	60
" " " " 4 in.	54	65
" " " " 4 1/2 in.	60	70
" " " " 5 in.	65	75
D'p or Soup Pl'ts, pl'n or fcy, sgle thk, 5 in .	90	1 00
" " " " " 6 in .	1 10	1 20
" " " " " 7 in .	1 30	1 40
" " " " " 8 in .	1 50	1 60
D'p or Soup Pl'ts, db'l thk or roll edge 5 in .	1 10	1 20
" " " " " 6 in .	1 30	1 40
" " " " " 7 in .	1 50	1 60
" " " " " 8 in .	1 90	2 00

Above is for deep plates only, not coupe soups.

No hd teas fancy shape of any size to list less than \$1.60 doz.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. The opinion is general that current prices will prevail in January, and that the tendency is toward a higher list instead of a lower one.

There has been more or less inquiry concerning probable quotations, but the manufacturers are saying little, and are certainly not making any promises for a lower scale.

At a conference of committees representing the pressed and blown glassware manufacturers and the workers held in this city recently, many items were taken from the limited and placed on the unlimited list. The caster place departments were mostly concerned in this conference.

Three new vases, one of which is 20 inches in height, have just been placed before the trade by the Tarentum Glass Co. as additions to their new Puritan line. Florists have been buying very liberally of these goods.

It is now said that the Ripley Glass Co. will start to make glass in their new plant at Connellsville not later than Dec. 15. There has been some delay in the construction of the lehrs, and workmen are now on both day and night shifts completing this part of the new plant. The showcases in the general offices in this city have been completed, and painters were at work this week finishing the sample rooms. First samples are promised for Dec. 20.

M. G. Bryce, manager of the commercial department of the United States Glass Co., is visiting the company's Pacific Coast representatives, his first stop being in San Francisco.

The Krakno Glass Co. has received two new shades, each in six different treatments quite foreign to any now on the market. In both shape and decoration the shades are unlike anything heretofore offered.

It is said that B. W. Jacobs, formerly with the Ohio Flint Glass Co. and the Jefferson Glass Co., has removed from Steubenville, O., to California, where he is enjoying the pleasures of a large fruit ranch.

Mr. Jacobs contemplated re-entering the glass business several months ago, but it is now thought that he has given up the idea.

A new item for restaurants and cafes is being shown by the United States Glass Co. in the form of an oyster cocktail glass and plate. The latter is plain and measures about seven inches in diameter. The glass is of optic design, and is held in the centre of the plate by a raised ring of sufficient height to keep the glass from slipping to and fro.

The Elkins Glass Co., Fourth avenue, will continue to represent the Central Glass Co., the Eagle Glass and Mfg. Co. and the Cambridge Glass Co. in Pittsburg during 1911.

The canvass for new membership for the Western Glass and Pottery Association continues merrily, and it is believed that fifty or more new members will be enrolled before the annual meeting in January. President Lang has been active throughout the year in the uplift of the association, and his efforts have not gone unrewarded.

The Mortimer Glass Co. will show the complete new lines of the Fenton Art Glass Co., Williamstown, W. Va., in their sample rooms on Sixth avenue within a few weeks. Many new specialties are to be added, especially among the lemonade and water sets.

The Higbee Glass Co., at Bridgeville, Pa., which is running to capacity and shipping from the lehrs to the cars, has nevertheless found time to prepare two new lines for January. One is a figured pattern; the other plain.

At a recent meeting of the Inter-Denominational League in the First Methodist Episcopal church at Rochester, H. C. Fry, Sr., of the H. C. Fry Glass Co., delivered an interesting address upon "The Art of Making Glass."



The Hocking Glass Co. and the Lancaster, O. Lancaster Glass Co. are closing a very successful business year. Orders with each continue heavy, notwithstanding the

lateness of the season. At the Lancaster plant a good business is being done on the lamp and vase lines, while at the Hocking specialties and novelties have the call. The latter plant recently discontinued the use of natural gas and installed three new gas producers.



It is said that the new plant **Morgantown, W. Va.** of the Crystal Glass Co. will be ready for operation not later than Dec. 15. There has been some delay on the construction of the buildings, but everything is now being rushed to completion. The Crystal is a local concern, organized during the past summer. Tank glass is to be made.



The Co-Operative Glass Co. made **Shadyside, O.** its first ware this week, and the plant is working satisfactorily. The greatest handicap the company now has is in securing boys. The ware is of excellent quality.



Forty boys employed as **Williamstown, W. Va.** gatherers in the glass factory of the Fenton Art Glass Co. went on a strike last week after the concern refused an increase of twenty cents per day.



Leo Himmelstern, of San Francisco, spent a couple of days **Wheeling W. Va.** here this week, and then left for New York, where it is possible he will remain a week.

BEATITUDES OF THE DAY.

BLESSED is the man who sticks to his work, for he shall rejoice in its accomplishment.

Blessed is the man who hangs on to his job, for the end thereof is full knowledge of the way the work must be done.

Blessed is the man who puts his whole heart into his task, for at the end of the day his work will sing to him.

Blessed is the man who is not afraid of dirt, grime and labor stain, for, when his work is done, clean will be the money in his pay envelope.

Blessed is the man who maketh the work at his hand a stepping stone to better things, for under the stimulation of work well done will come energy to rise to the higher place.

Blessed is the man who, through patience and industry, comes to the end of his day, for his sleep shall be sweet and his dreams divine.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

Mr Rosenthal, with Louis Siegel, c, Baltimore.

E L Chamberlain, with Jones D G Co, s, Kansas City, Mo. 15 E 16th.

Chas D Pearson, of Chas D Pearson & Co, c, Indianapolis. Imperial.

J A Armstrong, with J M Adam & Co, hf, c, g, Buffalo. 214 Church.

G N Everett, with Woodward & Lothrop, hf, Washington. 438 Broadway.

Wm Lawton, c, Wilmington, Del.

Wm K Cotterell, with W K Whitner & Co, hf, s, Reading, Pa.

E Hamblin, c, g, } R H White & Co, Boston. 41
E Barker, hf } Union square.

T A Barlow, of J T Barlow Co, hf, Dayton, O. Heritage.

RECEIVER FOR CUT GLASS COMPANY.

ON petition of the creditors of the Kohlus Cut Glass Co., Clark's Summit, Pa., as well as upon a voluntary petition filed by the company itself, George Morrow has been appointed receiver. The company's liabilities aggregate \$10,438.37, and the visible assets total \$8,350.81. The list of creditors includes the Libbey Cut Glass Co, the Rochester Cut Glass Co., and the Rochester Tumbler Co.

AT PITTSBURGH.

AT a recent meeting of business men, held for the purpose of forming an organization to boom Pittsburgh, the following were enrolled: R. H. Boggs and Henry Buhl, Jr., of Boggs & Buhl; Morris Baer, of Kauffman's; D. McK. Lloyd, of the United States Glass Co.; W. H. Rowe, formerly of the Rowe store, East End.

B. C. Miller, of the Koch Importing Co., Baltimore, was at the Colonial-Annex on his last "fill-in" trip of this year. He left Monday for Wheeling and a trip through West Virginia.

J. J. Hines, with Blakeman & Henderson, on his way home from the West last week stopped off here "for a minute" to shake hands with friends.

E. A. Nelker, representing Adolph Forster & Co., Philadelphia, opened for a week at the Hotel Anderson.

"Business is excellent, and all lines are moving nicely, especially dinner ware," declared T. A. Neely, of the Boggs & Buhl store.

At the Kauffman store, I. Rothstein said that trade was up to the standard, and a little ahead of last season. The china and glass department presents a very handsome appearance.

T. R. Crock is home from the East, where he was showing the Jefferson Glass Co.'s lines.

Robert Johnston, with the lines of the Rochester Tumbler Co., was registered at the Henry, where he remained several days during the early part of the week.

Lindley Haviland was at the Colonial Annex with the Haviland & Abbot lines. At the same house was registered Charles T. Wooley, who was making his last stand of the year in Pittsburgh for his house.

The lines of the Pioneer Cut Glass Co. were displayed at the Hotel Henry.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 29, 1910.

ANTWERP

188 packages glassware	B Gunthel
10 " "	L Straus & Sons
21 " "	Graham & Zenger
16 " "	Strobel & Wilken Co
1,280 " "	Miscellaneous Orders
2 " earthenware	Bawo & Dotter
4 " "	Frank & DeKeyser
65 " "	L Straus & Sons
3 " "	Fensterer & Ruhe
39 " "	Strobel & Wilken Co
7 " "	Miscellaneous Orders
83 " chinaware	Theodore Haviland & Co
9 " "	Vogt & Dose
2 " toys	L H Mace & Co
9 " "	B Ilfelder & Co
4 " "	F A O Schwartz
1 " "	R H Macy & Co
67 " "	Strobel & Wilken Co
1 " "	Miscellaneous Orders

BREMEN

81 packages glassware	Strobel & Wilken Co
9 " "	Eimer & Amend
57 " "	Miscellaneous Orders
92 " earthenware	Geo Borgfeldt & Co
41 " "	Knauth, Nachod & Kuhne
42 " "	Karl Hutter
16 " "	O Goetz
26 " "	L Straus & Sons
5 " "	A Steinhardt & Bro
69 " "	Strobel & Wilken Co
27 " "	Miscellaneous Orders
160 " toys	Geo Borgfeldt & Co
8 " "	G W Travers
27 " "	F W Woolworth
10 " "	F A O Schwartz
5 " "	Bawo & Dotter
270 " "	Strobel & Wilken Co
193 " "	Miscellaneous Orders

COPENHAGEN

42 packages chinaware	C Kaas
20 " "	Miscellaneous Orders
15 " earthenware	Geo Borgfeldt & Co

HAMBURG

100 packages glassware	Fensterer & Ruhe
18 " "	Bawo & Dotter
146 " "	Eimer & Amend
17 " "	Lazarus & Rosenfeld
8 " "	F Euler & Co
4 " "	H Kupper
46 " "	O Goetz
9 " "	F Bing & Co
57 " "	Kmy-Scheerer Co
82 " "	L D Bloch & Co
111 " "	Knauth, Nachod & Kuhne
80 " "	N Wapler
58 " "	L Straus & Sons
49 " "	J Wygand & Co
20 " "	Vogt & Dose
10 " "	W R Noe & Sons
88 " "	Strobel & Wilken Co
817 " "	Miscellaneous Orders
20 " earthenware	H Kupper
4 " "	Frank & DeKeyser
7 " "	F Bing & Co
59 " "	C B Rouss
57 " "	J Wygand & Co
157 " "	Lazarus & Rosenfeld
49 " "	J Palme
37 " "	L Straus & Sons
2 " "	M Kirschberger
40 " "	Koscherak Bros
28 " "	L D Bloch & Co
17 " "	O Goetz
80 " "	F W Woolworth
41 " "	Strobel & Wilken Co
327 " "	Miscellaneous Orders
154 " chinaware	Bawo & Dotter
5 " "	Miscellaneous Orders
115 " toys	B Ilfelder & Co
218 " "	Samstag & Hilder Bros
11 " "	Knauth, Nachod & Kuhne
183 " "	Geo Borgfeldt & Co
86 " "	Strobel & Wilken Co
424 " "	Miscellaneous Orders

HAVRE

6 packages chinaware	J H Venon
8 " "	H Kupper
15 " "	J Pouyat Co
7 " "	Bawo & Dotter
19 " "	H R Churchill
44 " "	Wm Guerin & Co
17 " "	L Straus & Sons
27 " glassware	E Utard
6 " "	Miscellaneous Orders

TRIESTE

440 packages glassware	A L Crawford
20 " "	Koscherak Bros
5 " "	W R Noe & Sons
53 " "	Fensterer & Ruhe
116 " "	Miscellaneous Orders

LIVERPOOL

7 packages earthenware	The Rowland & Marsellus Co
7 " "	H C Edmiston
3 " "	L Straus & Sons
13 " "	Meakin & Ridgway
10 " "	Maddock & Miller
2 " "	Ed Butler
8 " "	George Hamilton
4 " "	Strobel & Wilken Co
16 " "	Miscellaneous Orders
8 " chinaware	W S Pitcairn
1 " "	W H Plummer
1 " "	Miscellaneous Orders
15 " toys	Geo Borgfeldt & Co
4 " "	Fensterer & Ruhe
28 " "	Strobel & Wilken Co
20 " "	Miscellaneous Orders

GLASGOW

2 packages earthenware.....W S Pitcairn

GENOA

7 packages earthenware.....H Creange
 14 " " Geo Borgfeldt & Co
 4 " " Miscellaneous Orders

LONDON

19 packages toys..... Strobel & Wilken Co

ROTTERDAM

41 packages earthenware Geo Borgfeldt & Co
 52 " " Bawo & Dotter
 10 " " L D Bloch & Co
 5 " " Lazarus & Rosenfeld
 9 " " Miscellaneous Orders
 40 " glassware Graham & Zenger
 49 " " Miscellaneous Orders
 3 " toys F A O Schwartz
 6 " " R H Macy & Co
 76 " " Miscellaneous Orders

SOUTHAMPTON

107 packages chinaware.....Haviland & Co
 15 " " H Creange
 9 " " F W Jenkins & Co
 4 " " Bawo & Dotter
 59 " " Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

21 packages earthenware Jones, McDuffee & Stratton Co
 25 " " Mitchell Woodbury & Co
 3 " " Richard Briggs Co
 68 " " F H Griffin

COPENHAGEN

1 package earthenware A G Bosson

ROTTERDAM

11 packages earthenware.....Bawo & Dotter

KOBE

15 packages earthenware..... Miscellaneous Orders

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—For 1911, four high grade pottery commission salesmen to travel in Ohio, Indiana, Michigan and Illinois. This is an exceptional offering, and men who can produce the goods can make good money. All letters confidential. Apply Box No. 783, East Liverpool, O.

WANTED—Experienced city salesman wanted by a wholesale importing house of china, glassware, etc. Address Box 736, this office

WANTED—For 1911, three high grade illuminating glassware salesmen to work on salary, also two salesmen to work on commission in two of the largest cities in United States. Established business. Large, complete line. Exceptional opportunity for men who can produce the goods. All letters strictly confidential. Address K-2612, this office.

SITUATIONS WANTED.

WELL-KNOWN lamp salesman would like to represent an American manufacturer of lamps, lamp goods, portables, etc., from January 1st, 1911. Metropolitan territory preferred. Address Box 734, this office.

A MAN of correct habits and many years of road experience, having favorable acquaintance with the best houses, desires a position with a good pottery. Best of references. Address Box 737, this office.

Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS,)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son.
MONTEREY.	Ridgways.
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The NAPLES WREATH	"
The BRIDAL WREATH Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The BALMORAL,	"
The SANTOS, White and Gold,	"
The ST. MALO, Apple Green and Gold,	"
The SIMPLON,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The WHITE HOUSE, White and Gold	"
The VALENCIA LACE HOTEL.	"
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The MARSEILLES,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The ATHENS, Cobalt and Gold	W. H. Grindley & Co.
The HOFBURG, Flow Blue and Gold,	"
The ROSALIND, Green and Gold,	"
The DEVONSHIRE,	Samuel Ford & Co
Old BLUE CANTON China, Hong Kong.	
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China, Hong Kong	
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
Green FESTOON	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co
The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	"
The MONTEBELLO,	"
The SONDERBURG,	"
The NORMA.	"
The PRINCESS,	"
The AMSTEL	"
The ST. GEORGE, Gold Encrusted	"
The FRONTENAC,	"
The COUNTESS,	"
The MIRAMAR,	"
EMPIRE WREATH,	Porcelaines G D A China.
The CASTIGLIONE	"
The MALABOR Hotel,	"
The BALUSTERE Hotel,	"
The CALVADOS, Encrusted Gold,	"
FONTAINBLEAU,	"
BLEU DE FOUR, Encrusted Gold.	The NAVARRE.
White and Gold Encrusted, the LORRAINE,	J. Pouyat
The ATHENA	"
The NARBONNE, Green Band and Gold Lace,	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroi & Boch, Dresden.
The FULDA, Austrian China.	"
The MUNICH	"
The INNSBRUCK.	"
The BARONIAL, White and Gold, Bavarian China.	"
The CZARINA,	Theodore Haviland & Co
The LOUVRE,	"
ALTADENA, Border Hotel,	John Maddock & Son
Mason BLUE CANTON,	Ashworth Bros.
Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.

and others which for lack of space cannot be enumerated here.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

New Stock Patterns constantly being added; and while we mean to be able to match up past stock patterns we are having the best up-to-date new stock patterns.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 8,554 BINS occupied in our sixteen lofts.

“Stock Patterns” which cannot be readily matched cause more annoyance than profit.

JONES, McDUFFEE & STRATTON CO., BOSTON



NEW YORK, DEC. 8, 1910.

THE CONDITION OF BUSINESS.

New York. The wholesale dealers have not had very much business this week. There have been the usual small demands for matchings and "hurry up" orders that have characterized business for the last two months, but they have not been large.

Domestic manufacturers, both of crockery and glass, are straining every nerve to supply the people who ordered earlier in the season and are shipping as fast as the stuff comes from the kilns and furnaces.

Retail trade still continues good. How much better it would be if the dealers had fuller stocks can only be guessed. The few who had confidence in the belief that there would be a demand this fall are doing an excellent trade. It is, of course, an advantage for the retailer to clean out his stock and dispose of ware that has been on his shelves for months or years; and this advantage will accrue to the wholesaler and manufacturer next season, for if the dealer intends to continue in business he must have goods.

It has been customary of late years for both department stores and regular dealers to hold special sales immediately after the holidays. With stocks depleted to almost nothing in many cases, and equally low in first hands, it looks as if these special sales will not be very heavy unless they make them on fancy goods, a fairly good supply of which still exists.

The call for early deliveries next year has been

moderately fair, but not up to what the dealers will require if trade is as good as present indications show that it will be.

While the demand for table furnishings in china and glass has not been entirely satisfactory, the call for housefurnishing goods of a high grade and for silver, both sterling and plated, has been extraordinary.

The country is still in a healthy condition, and the apathy in the matter of buying seems to be more a lack of ambition than anything else.

Trenton. Local manufacturers are busy winding up what has proven to be the greatest year in the history of the industry here. A number of dealers have evidently found themselves short of goods to tide them over the holiday season, judging from the orders being received. A canvass of the potteries shows trade to be in exceptionally good condition, and the volume of business done so far this month is far greater than had been looked for.

Pittsburgh and Vicinity. All the glass factories are working hard to get holiday orders cleaned up as early as possible. That some of the business now on the files will not get shipped this year is generally ad-

mitted. Staples are going as strong as ever. Etched and cut ware is experiencing the best demand of the season. Lighting goods manufacturers are crowded with business on shades. Souvenir glassware is not as strong as a month ago.

East Liverpool and Vicinity.

Letters and telegrams asking that orders for holiday goods be shipped "at once" are numerous. While it is impossible to comply with the request in many instances, business is being cleaned up as rapidly as possible. Buyers have started to come into the market, and this is taken as a good omen for big business for the first part of the new year. Dinner ware is in demand, and those manufacturers producing good lines of specialties are also favored with a lot of orders.

Wheeling, W. Va.

Pottery and glass manufacturers here are simply crowded with orders. All lines of glassware, from popular to high priced goods, are eagerly sought, and the same thing may be said of pottery.

AT CHICAGO.

J. M. BEATTY, of the Federal Glass Co. Columbus, O., is a Chicago visitor this week. Mr. Darrow, the local manager of the company, says that Mr. Beatty is one of the best-informed men in the business.

W. J. Ford, of the Burley & Tyrrell Co., who has just returned from a purchasing trip to New York and other Eastern points, gives a very optimistic report of trade conditions.

Mr. Hunter, president of the Economy Glass Co. Morgantown, W. Va., on his way home from the West stopped off for a few days in Chicago, where he has many friends who were glad to contribute to his entertainment.

M. H. Kieble, local manager of the Manhattan Brass Co., is in Duluth, Minn., this week on business in connection with his company.

Arthur Schiller, who deals exclusively in German imported ware, secured the contract for fitting out the new Sherman House with Bauscher Brothers' china. The contract amounted to \$30,000, which is the largest bill ever sold by a Chicago firm to a Chicago hotel.

H. A. Marshall, local manager for the Fostoria Glass Co., left a few days ago for Moundsville, W. Va.,

to visit the factories. He was accompanied by E. J. Nickey, the Milwaukee representative of the company.

O. G. Helm, with the Ira A. Jones Co., is in Philadelphia on business for the firm. He is expected to return about December 15.

John Toy, representing S. Hancock & Son, potters, Stoke-on-Trent, England is at the Palmer House with a large line of dinner ware. This is a new departure for the English factory, as this is the first time it has sent a man direct to the trade.

Jim McCue will be in Chicago next week with a complete line from the Steubenville (O.) pottery.

Harry Rich, with the Ira A. Jones Co., is in from his fall trip with a fine report on business conditions.

Jack Wilson, formerly with the Buffalo Pottery, is now showing a special lamp made by E. H. Hammond, of New York. The Chicago boys are always glad to see Jack.

W. C. Forbes, of W. C. Forbes & Co., will return the first of next week from his wedding trip.

J. E. Boreing, local representative of the Crookville Crockery Co., who was operated upon recently for appendicitis, is recovering rapidly and will report for duty within a few days. During his absence Harry J. Bennet is in charge of the office.

R. W. Cross is making his first trip to the Pacific Coast for the Gates Pottery Co. Mr. Lewis, of the Gates Co., said: "The Pacific Coast is tired of Japanese and Chinese ware, and is looking for English and American designs. In fact, the Japanese are patterning after us as fast as they can."

THE PHILOSOPHY OF MERCHANDIZING.

TO have, first, a common sense of the "balance" of things. To remember that manufacturing depends upon merchandizing; that merchandizing depends upon merchants; that merchants depend upon consumers; that consumers depend upon honest merchandise. To stand, constantly, for the square deal; and to see to it that the square deal is given to the dealer in the same spirit and the same sense as you expect the square deal from the dealer. To strive for the uplift the of honor of the things sold. To be a time-serve never; nor to deceive, but to build always for confidence, for fair play, for higher quality, and above all else for the high purpose of making business better, and therefore better business.

The New York Crocery and Glass District.

Cox & Lafferty's move to their new home, 25 Park Place, was a record-breaker. Business was being carried on as usual in their old showroom Saturday. Nothing was out of place, although everything was arranged for a quick start Monday morning. At noon of that day the various lines were on display and they were ready to take orders in their new showrooms. We believe this is the quickest change ever made in the District.

Walter S. Lenox, of Trenton, N. J., has engaged three rooms at the Astor House in which to exhibit his wares from January 15 to May 1.

The new import samples of Bawo & Dotter make one of the most attractive displays ever seen in that establishment. The large number of French, German and Austrian factories which the firm draws from has made possible a display of great diversity in decorations, qualities and prices.

The first snowstorm of the winter settled down upon the city Monday afternoon, and as usual trucking immediately became difficult. The wooden blocks which comprise the streets in the District soon became so slippery that heavily loaded vehicles were forced to proceed slowly. At Chambers street and West Broadway horses fell repeatedly, tying up traffic.

After all, the principal point about buying lamps is to be assured of the fact that they are honestly constructed. There are many parts to an ordinary oil lamp that are not visible from the exterior, and some manufacturers in order to lower the price of the article employ cheap material in the making of these parts. The Plume & Atwood Mfg. Co. have earned a reputation throughout the country for the quality of their lamps. The smaller details of manufacture are given as much attention as the outside appearance. The "Eagle" burner, used in many of their styles, has a special device which prevents sparks from the wick reaching the oil well. This is but one of their improvements. In shape and finish their lamps are

second to none, and the prices will be a revelation to those who are not familiar with the line. Orders are being taken care of in a very prompt manner just now—and that is something to be appreciated at this season.

"They 'come back' all right," said A. A. Vantine & Co., referring to buyers of "Kinran." The firm say that nothing like the rapid and substantial success of this ware has ever been known in the history of porcelains. The entire line now on display is wonderful for colorings and unique, artistic shapes. Every piece is absolutely new, and although it was believed last year that the line had reached perfection, the latest samples still show improvement.

L. Straus & Sons were closed Monday on account of the death of Lazarus Kohns.

Hugo H. Freudenfels, of the Art China Import Co., reports a very good business on monogrammed dinner sets. These sets are made of the finest quality of French china, and come with a gold border, two gold lines, and a gold monogram or crest. Many dealers have found it a successful plan to order a sample set with their own monogram and exhibit it in their windows. In many cases this leads to a number of orders. This concern also makes a specialty of acid etched coin gold borders and monograms on table glassware, and there are many individual and novel designs to be seen.

Alex G. Menzies relinquishes the New York agency for the Warner-Keffer China Co. January 1.

It is pretty generally conceded that shower lights will have a good call next year. In fact, for some months back this type of lighting fixture has been specified in dealers' orders from those who have heretofore called for portables and domes alone. That the Pittsburgh Lamp, Brass and Glass Co. has anticipated this demand is proven by the large showing of

new showers now being exploited by George N. Blust, manager of the showrooms here. Some radical departures in design are noted in the iced bowls and shades on the new goods. Mr. Blust has had the complete new line hung and wired, which makes the matter of investigating the fixtures one of comfort, as well as showing the line off to its best advantage.

Heumar & Bernthal, wholesalers of bureau and toilet sets, are expecting to change their location in the near future. The firm intends increasing its importing business and feels the need of larger quarters.

Alex G. Menzies has just received samples of the new line which the John B. Higbee Glass Co. will show on the first of January. It is called the "Delta," and is unquestionably the most novel and striking pressed ware set that has been put on the market in many years, if ever. It is not to be shown until after the new year, but mention is made of it now in order that buyers may be sure to see it when they are in the market.

The Edwin M. Knowles China Co. will discontinue its New York agency January 1. Doctor & Solomon, 25 West Broadway, have represented the line here. Mr. Witherell is expected to take charge of the samples, and he will probably cover the city periodically hereafter.

Geo. Hamilton has been appointed exclusive agent for the United States and Canada for the English bone china line of Hammersley & Co. The samples have just been opened, and indicate very high grade work.

HOW TO RETAIN GOOD EMPLOYEES.

WE will say Mr. Jones has a stock that will invoice ten thousand dollars. He is doing a business of fifty thousand dollars per year. He has in his employ a few good men who are the backbone of his business. He also has a number of others who are on a commission basis and do a little, but none of them are dependable. The good men have been faithful, have worked up a good business, and of course are just the kind of men that are sought after by other concerns in the same or similar lines of business. If a man is really good Mr. Jones will not be able to cover the fact, and some day he will wake up just in time to see that "the bird has flown." The man has probably felt that there was nothing better for him. First-class employees must feel that they are what they are—the life of the business. When they realize this and are given an incentive for keeping their business on the upward course, Mr. Jones need not fear much help trouble.

Supposing Mr. Jones should incorporate his business and then go to these three or four men who have made such good showings, and in an open hearted manner tell them that he appreciates their work, and that while he is paying them well for their efforts in his behalf he intends to give them an opportunity to share in the profits that they are helping to earn. He can then allow them to buy any number of shares up to five at one hundred dollars each. Should they not be in a position to pay for the stock, they could give their notes at six per cent and allow the dividends at the end of the year to pay first the interest and the balance to apply on the principal. If any man should leave before his stock was all paid for from the dividends it should revert to the firm and the man would lose his credit. Each man should also agree to sell back to the house all his stock when he discontinued in the employ of the house.

Should Mr. Jones, under this plan, employ twenty good men and each one take five shares, this would represent ten thousand dollars, or an amount equal to that owned by Mr. Jones. As each man is required to keep his sales up to a certain amount to retain his stock, the amount of business that the twenty men would do would be enough to justify the twenty thousand dollars stock. The profit to Mr. Jones should be as great or greater than it was under the old one-man plan, and he would always be able to enjoy a good night's sleep, resting on the assurance that his business was permanent.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- J J Estes, of J J Estes Est, g, c, Rockland, Mass.
- Albert Sprague, with Howland D G Co, t, c, Bridgeport, Conn. 75 Spring.
- Mr Haight, of Haight & Barker, c, g, Peekskill, N Y.
- Miss Mann, with Marshall Field & Co, g, Chicago. 104 Worth.
- Geo Peck, of Geo Peck & Co, c, g, Newburgh, N Y.
- W L Lyons, with H C Rosier & Co, hf, Bennington, Vt. Herald square.
- D K Allen, c, Greenwich, Conn.
- J F Leary, with J Samuels & Bros, hf, c, Providence, R I. Broztell.
- E McDonald, with J V Farwell Co, t, Chicago. 72 Leonard.
- Mrs L B Walter, with Gimbel Bros, s, Philadelphia, Thirtd-third and Broadway.
- D J Kaufman, with A A Brager, hf, Baltimore. Herald square.
- J C Mizer, with B H Gladding D G Co, c, g, Providence. Park avenue.
- W F Walker, with E W Edwards & Son, c, g, Syracuse, N Y.
- E E Schleh, with Thompson, Gibson & Co hf, Williamsport, Pa. 817 Broadway.

AT BOSTON.

HOW is this for a new step for the Boston trade?

The JOURNAL man hereby moves that an association be formed of the wholesale coterie in Boston, to be known as the Boston Crockery, Glass and Lamp Association, with by-laws arranged so that retail concerns and buyers could become associate members at a small fee, say \$3 a year for associate and \$5 per year for full membership. Have a banquet once a year for members and friends. Officers and directors to be selected one from each of the lines represented. Object of the association: the promotion of business, good-fellowship, and getting acquainted with your neighbor. With all officers serving without pay, except possibly the secretary, the dues ought to be enough to pay all expenses of meetings and the yearly dinner. The JOURNAL man has a "blanket" by-laws and constitution and will be glad to send it to anyone interested. Who will second the motion?

George D. Thibodeau has been selected by the R. A. McWhirr Co., Fall River, to take charge of their department at the Starr Dry Goods Co., New Bedford. He will commence his duties immediately. Mr. Thibodeau is not only a glass and crockery buyer, but is a skilled purchaser of kitchen furnishings, and comes from the Consolidated Dry Goods Co., North Adams.

Two Lynn, Mass., buyers who dropped in to make some late purchases were Mr. Matson, for the Spaulding Dry Goods Co., and Mr. Johnson, of Hatton Brothers & Johnson, tea and coffee men.

Bigelow, Kennard & Co. will shortly open a branch store uptown on Boylston street in the vicinity of Arlington street, where they will have a miniature replica of their downtown store. J. H. Cecil Watson, manager of the china and glass department, will also have charge of this department.

Owing to illness, Henry T. Edwards, the Boston representative of the Fostoria Glass Co., was unable to leave as planned for his factory visit. He is recovering, however, and expects to be around soon.

The Addis-Addie Co. opened their five and fifty cents store Monday. They claim it is the largest store of the kind in the world. The crockery and glass department is in the basement, and the entire third floor is devoted to toys.

C. A. Chenoweth, the glass and crockery man on the island of Nantucket, was a recent visitor.

W. G. Brown & Co. of Gloucester, Mass. have appointed Mr. Bigelow, from the James Edgar Co., Brockton, Mass., to succeed David McGee, glass buyer,

who resigns January 1 to go with Martin Taylor, Gloversville, N. Y.

D. J. Mahoney has given up his position with Henry T. Edwards, of the Fostoria Glass Co., and is now in the glass department of the Jordan-Marsh Co.

Decatur & Hopkins Co., corner Pearl and High streets, are hardware jobbers who handle some wholesale trade on cut glass. They have a small but good glass department.

E. J. Tucker, with Chase & Francis, Boston selling agents of the D. E. McNicol Pottery Co., has taken a sea voyage to Tampa, Florida. He will return in time to hand 'round a bunch of Key Wests to the trade as Christmas tokens.

Mrs. Carroll, glass buyer for The Lougee-Robinson Co., Laconia, N. H., was a welcome visitor last week.

Alexander Fraser, traveling representative of the Rochester Cut Glass Co., was here this week, and although well known, had to introduce himself on this trip. When you see him and note the missing brush, which was shaved off Saturday, you'll know why.

FOREIGN OPPORTUNITY FOR GLASS MAKERS.

AN American consul in Australia reports that a firm of good standing in his district is in an excellent position to handle large quantities of American goods and desires to form connections with manufacturers of glassware. It will be necessary for interested manufacturers to furnish full details as to free on board prices, or, if price is at factory, cost of inland freight, etc. The firm is open to handle chinaware and glassware on the basis of a sole agency, and would be willing to supply manufacturers of good standing with letters of credit with American bankers.

REORGANIZATION OF WARWICK CHINA CO.

THOMAS CARR, president of the Warwick China Co., Wheeling, W. Va., whose resignation takes effect January 1, will be succeeded by Charles E. Jackson, of the Onondaga Pottery, Syracuse, N. Y. Mr. Carr will remain a few months until everything is in running order under the new regime. J. C. Jones will remain in charge of the sales department. The concern will add to its semi-porcelain product a line of vitrified translucent china for hotel and table use, samples of which will be ready for inspection by May next.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

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TEL. 5086 BARCLAY.

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All other foreign countries in the postal union.....	4.50
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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 8, 1910.

REMIND YOUR CUSTOMERS!

THE widespread movement which has for its slogan, "Shop early!" is meeting with the co-operation of the buying public. Shoppers are urged to eliminate the Christmas rush which invariably precedes that holiday by purchasing early in the month and early in the day, so that the merchants, and particularly the clerks, shall not have imposed upon them the physical strain which so often accompanies this season of the year. The plan is worthy of the highest commendation; and the retailer is urged to join in the movement and to further its cause whenever the opportunity presents itself.

THE FOLLY OF PRICE-CUTTING.

PRICE-CUTTING as a method of securing business is a sure sign of weakness and the last resort of a man who is unable to adopt a definite policy that will lead to success. The man who resorts to it under stress of legitimate business competition is one who is unable to build up a business on business-like and up-to-date methods.

It is entirely proper and good business to reduce the price of an article which has been too long in stock and which will not sell readily at the price it was originally marked at, but it is bad business to deliberately cut the price of staple goods in an effort to attract customers.

Enterprise, originality, fairness and pertinacity

are at the root of every successful business; but no business was ever made successful by methods which tend to disorganize trade and which is bound to curtail profits.

Knowledge of business, good, live selling methods, courteous treatment of customers, and judicious advertising are much better business-getting factors than cutting prices. One builds up, the other undermines business.

PERSONAL.

FROM newspaper work to politics is quite a natural step, but from politics to the crockery business—well, there seems somehow a lack of relation. But Harry B. Salter, for many years clerk in the courts at Trenton, N. J., to which he graduated from being a correspondent of the New York "World," has compassed it. He started a crockery mail order business as a side line. His success warranted him in establishing a regular crockery store, and on the first of January he will open in Trenton. He was in the market this week, buying.

A. J. Fondeville, of Fondeville & Van Iderstine, is a passenger from Europe on the "Philadelphia," which, owing to an accident to her machinery, was obliged to put back into Southampton a few hours after sailing, thus delaying her departure for a day.

Edward B. Dickinson, who has been away on a business trip for a few days, is scheduled to return to the District on Friday.

William D. Dougherty, of the Consolidated Lamp and Glass Co., left Tuesday for Boston to attend the sixth annual convention of the National Commercial Gas Association. "Bill" is one of the oldest members, and will be pretty busy shaking hands for the balance of the week.

Chris. Daudt, Toledo, O., is in New York picking up holiday novelties.

O. A. Gerst, to sell toys, and Chas. McCauly to sell housefurnishings, are recent acquisitions to the selling staff at Bawo & Dotter's.

Henry Shirley, with Maddock & Miller, came to New York on Tuesday from the road.

Geo. H. Service, with Kennard L. Wedgwood, sailed for England on the "Campania" Wednesday to complete arrangements for his wedding, which will

occur shortly before Christmas. He will visit the Webb and Wedgwood factories while abroad, and return the latter part of January.



Hugo Koch, buyer for the West Coast China Co., Seattle, Wash., jobbers of hotel supplies, completed his purchases in the District last week and left for home Friday night.



Ira A. Jones, who was here visiting last week, secured the agency for the Wilkinson line of lamps for the Middle West.



Theo. Jones, of the Jones, McDuffee & Stratton Co., Boston, was shaking hands in the District the latter part of last week.



Max Dorst, son of a wealthy manufacturer of pottery machinery at Thuringia, Germany, has come to this country to study modern factory methods. He has donned overalls, and is working in the machine shop of the Patterson Foundry Co. East Liverpool.



E. Torlotting plans to sail from Havre December 10.



Wm. J. Kennedy, city salesman for A. A. Bean, became the proud father of a baby girl on Monday.



The old definition of fame was to have your name misspelled in the public prints; nowadays it is to have your picture in the "Saturday Evening Post." We congratulate George W. Kinney, of Cleveland,



Hugh C. Edmiston came home from his regular fall trip last Saturday. He reports business very fair.



George S. Davis will join the sales force of the Knowles, Taylor & Knowles Pottery Co., East Liverpool, Jan 1.



R. E. Shoemaker, of the Cumberland Glass Mfg. Co., Bridgeton, N. J., has gone to Germany to examine some new machinery. Richard Moore accompanied him.



George H. Bowman, of Cleveland and New York, sailed from Europe last Saturday and is due here December 10.



Andrew Irons, who travels from the New York branch of J. Hoare & Co., returned to the city last week from an extended fall canvass.



Wm. Schreiber and Al Lemcke, travelers for Bawo & Dotter, came in on Monday from tours of three

months each. A. J. Brech returned last week from his Middle Western territory.



I. P. Hurlbutt, at Vantine's, has been laid up with grip for three weeks. His recovery, while substantial, has not been rapid. His popularity is attested by the many inquiries regarding his health which are being received daily at the Eighteenth street headquarters.



J. H. Venon arrived in New York Wednesday morning, and will doubtless be busy for many days to come cleaning up the accumulated work.



E. M. Stack, general manager of the Hyde Park Gas Co., Scranton, Pa., came to town Tuesday, and made a circuit of the District, looking over the fixture erd. He expects to be here for the balance of the week, and is registered at the Waldorf.



William Helms, formerly with Graham & Zenger, has taken a position with Reed & Barton for the holiday trade. He will be at liberty after the first of the year, and, as yet, has not made any plans for 1911.



F. A. Hopton has taken a position as salesman with the R. J. Simes Co., electric fixture manufacturers, this city.



M. E. Oppenheimer, who has been in the trade for twenty years or more, has joined the force of John Bing, this city.



Wm. S. Pitcairn is returning on the Caronia from a hurried trip to England. The steamer is expected to dock late Saturday night or Sunday morning.



Edw. A. Unger, New York representative of the East Liverpool Potteries Co., left the District Wednesday for a short trip to Boston.



Geo. F. Schiesler and Mr. Gardner, of the Pioneer Cut Glass Co., Carbondale, Pa., have been in town this week conferring with their agent, A. R. Marryatt, regarding the new sample line for next year.



Fred Kline, of the Warner-Keffer China Co., was in the District this week. He left for Philadelphia Tuesday en route to the factory in East Liverpool.



Mr. Takito, of Takito, Ogawa & Co., Japanese china manufacturers, arrived here Wednesday to confer with Cox & Lafferty, who represent the line in this city.

OBITUARY.

LAZARUS KOHNS, formerly of the firm of L. Straus & Sons, died at his home in this city on Saturday morning, Dec. 3, aged eighty-six. Mr. Kohns was taken ill on Memorial Day, May 30, and for a few days no hope was entertained that he would recover. He lingered on, however, and in the hope that the sea air would benefit him was taken to his summer home at Elberon, N. J. No perceptible change occurred, and when the cool weather came he was brought back to the city. In all these months he had been in a semi-comatose condition, apparently suffering no pain, and he thus passed peacefully away.

Mr. Kohns was born at Giebelstadt, near Wuerzburg, Bavaria, and after graduating from the village school took a course at the high school at Wuerzburg. He came to New York in 1847. Some time during



LAZARUS KOHNS.

the fifties he went to Pennsylvania, near Wilkesbarre, and with an older brother established a general store. Leaving there after a year or two, he went to Columbus, Ga., and while in the South met and married Miss Hermine Straus, only daughter of Lazarus Straus. Shortly after the war he came North with Mr. Straus, and in 1873 was admitted to the firm.

For many years Mr. Kohns had supervision of the foreign buying. He retired from active participation in the business about twelve years ago, but was nevertheless down to the store every day, giving a helping hand here or a word of advice there, greeting the customers in his kindly way, keeping old friends and making new ones.

No more eloquent testimony could be paid to his genuine worth than the following, which was rendered on the occasion of his seventy-fifth birthday by the employees of L. Straus & Sons: "By your straightforwardness, your unceasing activity and conscien-

tious execution of self-imposed duties, you set a brilliant and admirable example to each and every one of us, and by your kindheartedness and unaltered modesty you won our sincere love."

The funeral was held at Temple Beth-El, Fifth avenue and Seventy-sixth street, Monday morning. The services were simple, but very impressive. The procession entering the temple consisted of the trustees of the congregation, preceding the casket. Then came the pall bearers. The officiating rabbi paid a high and just tribute to his departed friend. The music was beautiful and the flowers magnificent in their profusion. The Straus family was well represented, as were the various stores with which L. Straus & Sons are connected. In the assemblage were also many prominent personages identified with the judicial and civic departments of the city government. Among the trade present were E. F. Anderson, Wm. Howland, Robt. Slimmon, Geo. B. Jones, Paul Joseph, Harry Hahn, Moses Liebmman, L. S. Owen, Wm. Scott and Geo. M. Jaques. The pall-bearers were N. Dessau, R. E. L. Wells, A. G. Stier, Paul Witzell, Fred Lackmann, P. J. O'Neil, Amos McDonald, Chas. W. Richter, T. J. Wilson, F. H. Hudson, H. Kaiser, Leon Sultan, Abe Hare, Morris Appel.

Shortly after his retirement from active business, as announced in our last issue, Isaac Stern, of Stern Bros., this city, died on Monday morning of heart disease.

After a long illness, William H. Shaw, one of the best known operatives in Trenton, N. J., died last Friday night. Mr. Shaw, who was in his fifty-third year, had been in this country about twenty-three years, and was one of the oldest employes of the Elite Pottery.

HAVILAND & CO. WIN CASE.

FOLLOWING the decision handed down by the United States Circuit Court and affirmed by the United States Circuit Court of Appeals in the case of Haviland & Co., china importers, in which it was held that prices quoted in Limoges and not Paris should be taken as "market value," and which upheld the importers' contention that an advance of 26½ per cent above the entered value was unwarranted, the Board of the United States General Appraisers sustained last week the protest of the firm filed January 14, 1909.

The protest was first heard by General Appraiser Hay and then an appeal was taken to Board No. 2, which decided that an advance of 26½ per cent should be made.

The opinion filed Dec. 1 was that of Judge Waite of Board No. 3, which reviewed the findings of Board No. 2 at the request of the importers, who alleged thirteen grounds of error.

Among the Potteries

East and West

East Liverpool and Vicinity.

The small pottery manufacturer was hit hard by the Manufacturers' Heat and Light Co. last week when another increase in the price of fuel gas from 5 to 12 per cent was announced. The new rate, effective January 1, is 29c. per thousand for the first 250,000 cubic feet; 21c. for the second 250,000; 15c. for the next 450,000; and 14c. for all consumption over 5,000,000 feet. The former rate of discount was two cents; the new discount is one cent per thousand. "We will now see if the big manufacturer will stand with his lesser brother in resisting this increase," said a six-kiln pottery manufacturer. To the smaller manufacturer it is said the new rate will mean an increased cost in manufacturing of from \$40 to \$150 per month.

All representatives of the Smith-Phillips China Co. were here this week looking over new lines and getting their samples for 1911—F. S. Crowl, of Chicago, who covers the West; W. L. Young, of Danbury, Conn., the Eastern representative; and H. Benedikt, of New York. Joseph Davis, the Central States representative, has been at the factory for several weeks.

William Cook, general manager of the manufacturing department at the Knowles, Taylor & Knowles Co., has resigned and will be succeeded Jan. 1 by Thomas Anderson, general manager for the E. M. Knowles China Co., who will divide his time between both plants.

Large department store buyers have started to come into the market with orders for specials to be used in booming early January sales. One Eastern buyer placed an order for 2,500 dozen of one item.

Among the buyers here during the past week were Leo Himmelstern, of San Francisco; W. Ross, of Kansas City, Mo., representing the Cash Hotel Supply Co.; Geo. Wheelock, Peoria, Ill.

Business with the Homer Laughlin China Co. continues as heavy as ever. The new "Genesee" shape is proving very popular, and buyers are amazed at the

beauty of its treatments. The jug and salad lines will be as strong as ever next season.

At the office of the D. E. McNicol Pottery Co. an entrance into the sample room on the third floor has been made, thus obviating the necessity of walking through the plant to gain the third floor. Additional tables and show space have also been provided for. The new lines will not be ready to display for another week.

It is reported that an order for four car loads of dinner sets was placed in this district during the past fortnight by a large Western newspaper. A Southern agricultural paper has placed an order that will ultimately result in a sale of over 5,000 42-piece dinner sets.

Buyers are not making complaint concerning the new list of prices which will become operative January 1. There are several manufacturers in the district who at this writing are not booking any more business for this year's delivery, and what orders are coming in for January shipment are taking the new prices.

The Colonial Pottery Co. plans to have a representative in every State in the Union next season. Men are now being secured, and within a few weeks a complete list of the representatives will be announced.

At the West End Pottery especial care has been taken to put an elaborate line of treatments on their dinner ware for 1911. The salad line will be more extensive than it was this year.

Cecil E. Taylor, Eastern salesman for the Knowles, Taylor & Knowles Co., will retire from the sales forces of that concern Dec. 31. He will continue in the pottery business, and possibly represent a number of lines in the Pennsylvania territory with which he is so well acquainted.

Hon. G. F. Hankins, of Lexington, N. C., who has been spending several days in the district, is very

optimistic over the outlook for business in the South during 1911. "There is a heavier inquiry for goods now than prevailed during the same time a year ago," said Mr. Hankins.

The State board of arbitration is at Columbus, O. Crooksville settling the difference between the employees and employers of the stoneware potteries over an advance in wages. Both sides are under agreement to accept the findings of the board.

While the majority of orders being Trenton, received are for immediate shipment, some, however, have been booked for 1911. These have mostly been sent through the mails, as but few of the salesmen are now on the road.

The selling forces of a number of the potteries here will be increased the first of the year, and several firms are now negotiating with salesmen.

Charles Howell Cook, of the Cook Pottery Co.; Leslie C. Pierson, of the New Jersey China Pottery Co.; A. M. Maddock, Jr., of the Thomas Maddock Sons' Co.; and W. Carroll Matlack, secretary of the Potteries Selling Co., have been named as delegates to represent the Chamber of Commerce at the annual meeting of the National Deeper Waterways Congress, to be held in Washington next month. Trenton will play an important part in this meeting, as she did in the Atlantic Deeper Waterways conference last September in Providence.

Harry Walker, a well-known decorator who recently branched out as a salesman for a line of artistically decorated porcelain brooches, is meeting with great success.

An exhibition of arts and crafts work held here last week contained a number of of artistic pieces of hand-painted china ware, hammered brass and other ornamental articles by students of the School of Industrial Arts.

Harry Briehler, an operative, who has been confined in the County Jail here since last March on the charge of murdering Wesley Tall Chief, a Sioux Indian, has entered a plea of manslaughter, and will be sentenced next Friday.

OPPORTUNITIES.

I OFTEN hear the young men of to-day speak of the opportunities that were to be found sixty years ago, when I started out for myself, in comparison with those that are to be found at the present time, claiming that no such opportunities for young men exist now that were to be found in my younger days;

while, as a matter of fact, the opportunities of fifty or sixty years ago had to be made by the young men themselves, if they had any, and to-day "ready-made" opportunities are to be found on every hand for young men of the right kind, who can have them by merely taking them up and filling the positions offered them.

The management of the immense business of the country must necessarily fall upon our young men, and it will only fall upon those who are worthy and fitted for it, and it lies with the young man himself whether he will take one of these positions or for want of the proper ability or application to his business let it go to others.

Opportunities will not come to the young man who habitually comes to his work a few minutes late every morning and watches the clock during the day, anxious for the time to leave it, and who leaves his work just before the regular time to quit it. Opportunities are not waiting for such young man as that. They are waiting for the young men who will be prompt at his business, energetic and painstaking at his work, and whose only desire is to do the best he can for the interest of his employer.—*Philip Corbin, in Metal Worker.*

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Nov. 19, '10	Correspond- ing period 1909	Exports Jan. 1 to Nov. 19, '10	Correspond- ing period 1909
Boston	97	66	6931	5602
New York	104	127	7816	5811
Baltimore	247	295	12595	15739
Philadelphia	106	8	5069	3704
New Orleans .....	...	25	2029	2237
Newport News .....	...	37	204	1117
San Francisco .....	...	14	93	250
Portland (Me.)	2	...	1031	1885
Galveston .....	...	...	1431	1406
Portland (Or.) .....	...	...	25	95
Inland Points	23	38	1741	1129
Total ..	579	610	38965	38975

From the Freight and Shipping Circular of John Edwards & Co.
Liverpool.

to	Shipments week end'g Nov. 19, '10	Correspond- ing period 1909	Exports Jan. 1 to Nov. 19, '10	Correspond- ing period 1909
New York	104	121	8296	7303
Boston	97	88	6679	5419
Philadelphia	122	8	5305	4054
Baltimore	247	295	15365	16400
San Francisco .....	...	14	244	207
New Orleans	2	25	2196	2859
Portland (Me.) .....	...	...	1945	1943
Galveston .....	...	...	1513	1393
Newport News .....	...	87	971	1117
Portland (Or.) .....	...	...	55	55
Inland Points	47	38	1237	1234
Total ..	619	626	43806	41984

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Inquiries concerning new lines and prices for 1911 are numerous, and to all the reply is that the market will remain decidedly firm, with a tendency toward higher quotations. Offers to place considerable business for 1911 delivery at current prices have been declined by the larger manufacturers. A few buyers have been in the market and placed orders for immediate delivery, but manufacturers cannot get them out this month, older business taking the preference.

G. W. Fenton, of the Millersburg Glass Co., when here recently said that the capacity of the plant had been increased one-third. Six new lines are to be shown next year at the Ft. Pitt exhibit.

A company is being formed here to make glass railroad signal block arms.

Harry Loosley, of Chicago, was here a few days ago looking after propositions for 1911.

Several manufacturers of popular-priced glassware have adopted a new method of creating a market for their products. Accompanying the assortments of glassware sent out are a series of raffle cards which entitle customers to a chance on a "capital prize"—usually a large punch bowl and a dozen cups. One manufacturer has built up a heavy trade in this way.

C. H. Blumenauer, of the Jefferson Glass Co., Follansbee, W. Va., was at the Pittsburgh office this week.

At the bi-monthly meeting of the American Association of Flint and Lime Glass Manufacturers to be held here early in January a successor to the late actuary, H. D. Murray, will probably be selected.

George Mortimer, of the Mortimer Glass Co., has been in Chicago on business for several days.

There is still a shortage of glass cutters in this district, and the men idle in the Eastern centers are being asked to come here. One firm secured four

last week, and three more were to come this week. The demand for cut glass continues exceedingly strong, and in addition to the popular-priced items retailers are laying in good stocks of the more costlier patterns.

The American Hardware and Supply Co., a new \$1,000,000 concern recently organized in this city, will carry a line of lamps. Domestic pottery may also be carried later.

Report has it that another factory in this district will go into the cut and etched goods lines next season, and that still another firm will start in the cut lighting line.

Walter B. Lindsay, the well-known glass salesman for the Duncan & Miller Glass Co., Washington, Pa., will be "on the job" at the Ft. Pitt in January. When seen at the Monongahela House a few days ago he said: "I am feeling better now than for many years. Met Quig Hamilton here a little while ago and was going to have it out with him, for he 'picked' on me last January. Quig is a big man, and I knew what I was up against; but I'm just as good as he is now. I smiled, and so did Quig; then we shook hands. They could 'pick' on me last season, but I'd like to see them do it now." Mr. Lindsay has been off the road for a year, but will cover his former territory as usual next season.

The etched lines of the United States Glass Co. are having a remarkable sale this season. Stemware is selling well, while the new sundae cups are very much in demand.

There is no end to business with the **Bellaire, O.** Imperial Glass Co. The factory is crowded with business, both on staples and specialties. The new lines for 1911 will be shown in full within a few weeks.

The Central Glass Co. is working **Wheeling W. Va.** to capacity, and enough business is on the books to keep the plant going steadily till the end of the year. The display

at the Ft. Pitt Hotel in January will be in charge of Thomas Butcher. Last year the Central did not exhibit.



Within a fortnight the Ripley Connellsville, Pa. Glass Co. will have its plant in operation. The fires in the furnaces are being gradually increased, and as soon as the proper temperature is obtained the batches will be thrown into the pots. Applications for employment are being received in large numbers by Superintendent Andrew Ripley, and many workmen have been engaged.

BUSINESS BRIEFS.

F. W. Woolworth & Co. have opened their 278th store at Rockland, Me.

* *

Fire damaged the department store of J. L. Chalifoux, Lowell, Mass., Dec. 5.

* *

The United Five and Ten Cent Store Co. will shortly open a branch at Easton Pa.

* *

Mrs. J. M. Hirt has opened a store at Erie, Pa., devoted exclusively to hand painted china.

* *

Fire in Detroit, Mich., December 2 partially destroyed the chinaware store of L. B. King & Co.

* *

W. C. Bartlett has purchased the hardware and crockery store of R. C. Dimon at Franklinville, N. Y.

* *

John Hofheinz has purchased the china and queensware establishment of Stewart Brothers, Cairo, Ill.

* *

Mogi, Emanary & Co., dealers in oriental art wares, are planning to open a retail establishment at Fort Dodge, Ia.

* *

A recent fire damaged the crockery establishment of LaCledé Woonmansee at Providence, R. I., to the extent of \$5,000.

* *

Frank Bartlett has opened the only exclusive china and glass store in Birmingham, Ala., under the name of "China Hall."

* *

Duffner & Kimberly Co., lighting fixtures, 525 West Twenty-sixth street, this city, suffered a loss of \$1,000 by fire Dec. 5.

* *

M. A. Burdick, crockery dealer, Salem, Ore., has just completed extensive improvements, and intends carrying a very much larger stock than heretofore.

* *

A petition in bankruptcy has been filed against

Samuel Epstein, dealer in glassware, 109 Eighth avenue, this city. The liabilities are reported at \$7,000, with assets of \$1,500.

* *

The Genesee Cut Glass Co., Rochester, N. Y., has been incorporated with a capital stock of \$40,000 to manufacture glassware of all kinds. The directors are Theron E. Bastian, William B. Eick and William D. Vallette.

THE DEBT YOU OWE.

FORTY years ago, Mr. Retailer, you got into debt. You are still in debt—and the debt can never be adequately repaid.

Forty years ago the retailer had no idea who made the goods which he sold over his counter. If his customers grew dissatisfied with an article which he bought from Jobber "X" at fifty cents, he probably would buy the same identical goods from Jobber "Y" at sixty cents.

The jobber bought as low as he could—and sold for he could get. The retailer bought on suspicion, and sold for whatever his customers would stand.

In those days the manufacturer's guarantee was practically unknown, and the dictionary was the only place where the word "trade-mark" meant anything.

If your competitor—who stocked an inferior line—told one of your customers he had the same goods as you did, but would sell them at a lower price, he "got away with it." There was no mark on the salvage or no manufacturer's name on the package to show him up—and you lost a customer.

Then came the day of trade-marked, advertised goods. People were taught by bitter experience that goods not trade-marked were poor things to buy, and worse things to wear, or eat, or brush their teeth with.

Under the new conditions the retailer had the power to suit his stock exactly to the requirements of his customers. If they didn't like goods made by Manufacturer Smith, he bought goods made by Manufacturer Johnson.

Nowadays, if a competitor told a customer of yours, "the same goods for half the price," said customer would look for the trade-mark—and tell him where to go.

The advertised trade-mark has made the retailer a merchant and not a shopkeeper. He buys goods when, where, and of the quality he pleases. He can demand the facts—and get them. Thus "shelf ornaments" and "impositions" are becoming obsolete terms.

Those readers long enough in business to remember conditions know that I am dealing in facts.

To those readers fortunate enough to have started business under the new regime, I say, think it over—

and have a kindly word for the salesmen behind whom stand the manufacturers of trade-marked, advertised goods.—*Robert Frothingham.*

FOR RETAILERS TO THINK ON.

THE retailer who does not have a clear grasp of the rudiments of advertising is a man who will be eventually displaced.

Advertising—publicity of one kind or another—is as old as the spoken word.

The development of advertising has created a new profession—a group of specialists.

Publicity is studied by the keenest constructive minds—among our statesmen, our financiers; among our manufacturers, merchants and consumers.

At the early part of the last century a scientist stated in effect that the material prosperity of America hung on two things: first, agriculture; second, manufacturing. To-day we must add three other great forces, namely, transportation, merchandising and advertising.

The merchant who contents himself with the science of buying and selling goods, and does not understand at least the primary principles of advertising, must naturally make way for the man of complete equipment.

The merchant, his buyers and his clerks must have clean-cut ideas as regards the purpose, the extent, the means—the very printed text and illustration itself—of the advertising campaigns which are behind the goods which they sell or ought to sell. To properly buy a stock of goods, to talk it, to sell it, they must know these things at least in a general way.

Sometimes they must carry a generous stock before the advertising appears if they are to get a full share of the sales in the community. When a reliable concern makes statements over its name as to the demand it expects through a definite, contracted-for campaign, the merchant and buyers must have enough knowledge of the subject of advertising to guide them in making up stock, if they are to focus the full share of this business in their store—and there are thousands of merchants who have this knowledge and who get these profits.

The attitude of the weakling and the ignorant man is to distrust the advertising help which the manufacturer offers him and his competitors. His hazy ideas of advertising and his lack of initiative make him distrust every one but himself—and finally himself.

The merchant, the buyer and the clerk who understand this advertising force welcome the help which advertising gives them. The real salesman reads the advertising and so learns the quality and the selling points of the advertised goods which he sells, and uses these facts for himself and his store. All three understand that the advertising of merchan-

dise is a help to those who make use of it. They comprehend its power in promoting the sale of quality goods—in making possible a quick turn-over of capital through quick sales; the standardizing of their stock and the defence against price-cutting.

More and more is the consumer being informed about the quality of merchandise through national advertising. Advertising is creating many new needs—is pointing the way toward high quality rather than low price, toward purity rather than adulteration, toward beauty rather than ugliness, toward modern labor-saving methods as against old-time work and worry. Advertising is showing the customer how, what and often where to buy most wisely.

It is leading the retailer into paths where lie real and constant uniform profits.—*Butterick Bulletin.*

TRICKY BUSINESS METHODS.

ONE of the greatest abuses in the trade is the habit of certain dealers of returning goods for unsound reasons. A typical case occurred a few weeks ago.

A prominent manufacturer of lighting fixtures received an order from a Brooklyn concern for two dozen portables and three shower lights. The goods were selected from samples at the showroom, and the order had to be specially made up, as the concern carries very little stock.

When the order was placed the stipulation was made by the buyer that the goods were to be delivered in two weeks' time. The factory was rather busy, but the account was a new one, and the manufacturer made special arrangements to rush the goods through on the supposition that the transaction would lead to future business.

When the delivery was made, which was two or three days before the time limit, the manufacturer sent his bill, with a communication advising the store to take advantage of the discount and remit within ten days.

Nothing happened for a week. Then the salesman of the company, happening to be in the vicinity of the dealer's establishment, dropped in to see the buyer, but arrived at a time when he was not at his office. The salesman, however, did see his firm's goods on display, and on his return to the office reported this fact.

Imagine the manufacturer's surprise a few days later to receive eight portables and one shower light with a letter stating that the goods were imperfect. The communication also stated that even if the defects were remedied the dealer could not use them, as he did not do a great deal of business in electric portables.

It looks very much like an effort to take advantage of the lower price obtained by ordering a quantity of goods.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
December 6, 1910.

ANTWERP

357	packages glassware.....	B Gunthel
25	" ".....	A Berger & Co
24	" ".....	Graham & Zenger
6	" ".....	Fensterer & Ruhe
15	" ".....	Miscellaneous Orders
31	" earthenware.....	G F Bassett & Co
3	" ".....	C J Dierckx
18	" ".....	Koscherak Bros
8	" ".....	O Goetz
11	" ".....	L Straus & Sons
3	" ".....	Fensterer & Ruhe
3	" ".....	Frank & DeKeyser
4	" ".....	L D Bloch & Co
9	" ".....	Bawo & Dotter
15	" ".....	Miscellaneous Orders
208	" chinaware.....	Theodore Haviland & Co
71	" ".....	Vogt & Dose
1	" ".....	H Kupper
19	" ".....	Miscellaneous Orders
1	" toys.....	Bawo & Dotter
2	" ".....	F A O Schwartz
6	" ".....	B Illfelder & Co
11	" ".....	Miscellaneous Orders

BREMEN

10	packages glassware.....	L Straus & Sons
293	" ".....	Eimer & Amend
84	" ".....	Miscellaneous Orders
1	" chinaware.....	J H Venon
2	" earthenware.....	Geo Borgfeldt & Co
74	" ".....	C B Rouss
42	" ".....	Knauth, Nachod & Kuhne
82	" ".....	Miscellaneous Orders
200	" toys.....	Geo Borgfeldt & Co
2	" ".....	F W Woolworth
8	" ".....	Samstag & Hilder Bros
7	" ".....	A Steinhardt & Bros
128	" ".....	Miscellaneous Orders

SOUTHAMPTON

13	packages chinaware.....	A G Moment
13	" ".....	H Creange
4	" ".....	L D Bloch & Co
3	" ".....	F W Jenkins & Co
73	" ".....	Miscellaneous Orders

LIVERPOOL

85	packages earthenware.....	Geo Borgfeldt & Co
32	" ".....	Maddock & Miller
3	" ".....	W H Plummer
2	" ".....	Ed Butler
5	" ".....	G F Bassett & Co
8	" ".....	H C Edmiston
9	" ".....	Meakin & Ridgway
9	" ".....	George Hamilton
14	" ".....	Fondeville & Van Iderstine
13	" ".....	E Boote
15	" ".....	Miscellaneous Orders
17	" chinaware.....	W S Pitcairn
25	" ".....	Miscellaneous Orders
6	" glassware.....	The Rowland & Marsellus Co
9	" ".....	N Wapler
2	" ".....	Miscellaneous Orders

LONDON

12	packages toys.....	Geo Borgfeldt & Co
6	" ".....	Miscellaneous Orders

ROTTERDAM

21	packages earthenware.....	Geo Borgfeldt & Co
28	" ".....	Bawo & Dotter
2	" toys.....	R H Macy & Co
46	" ".....	Miscellaneous Orders

HAVRE

44	packages chinaware.....	Wm Guerin & Co
2	" ".....	Miscellaneous Orders

FIUME

9	packages glassware.....	J Palme
6	" ".....	L Straus & Sons
34	" ".....	Koscherak Bros
35	" ".....	F W Woolworth

KOBE

31	packages chinaware.....	L Straus & Sons
30	" ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

5	packages earthenware.....	Richard Briggs & Co
1	" ".....	R H Stearns Co
27	" ".....	E Butler
9	" ".....	E Boote
32	" ".....	A W Chesterton

GLASGOW

7	packages earthenware.....	Mitchell, Woodbury Co
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HAMBURG

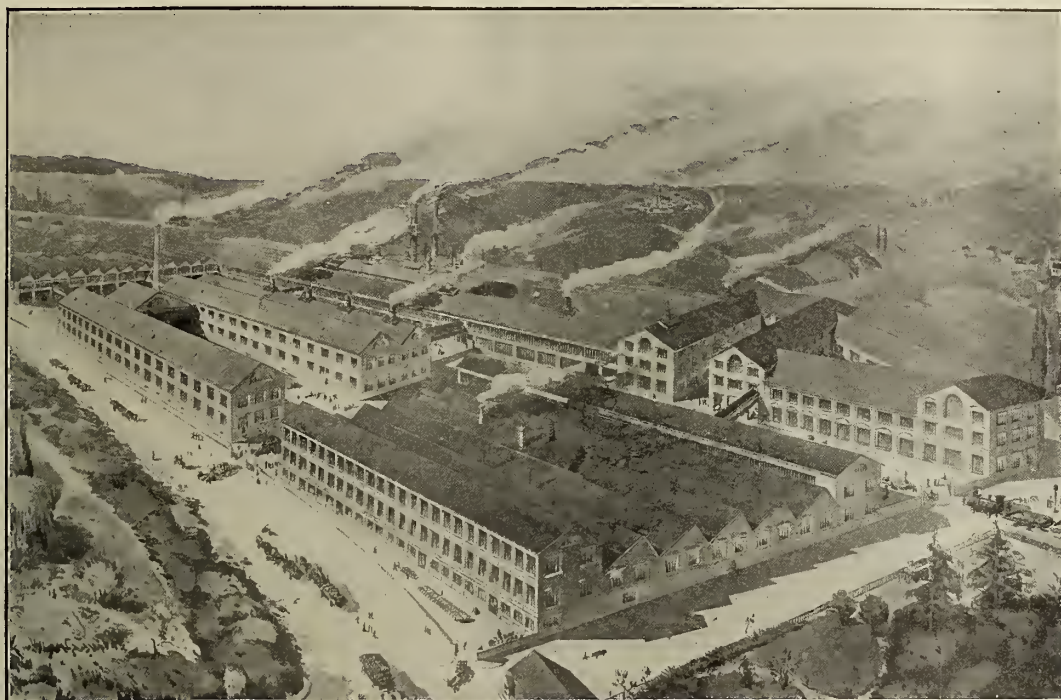
20	packages earthenware.....	Jones, McDuffee & Stratton Co
3	" ".....	Mitchell Woodbury & Co
25	" ".....	Wm R Noe & Sons
25	" ".....	C J Pierce & Co
18	" ".....	Ocean Transit Co
1	" ".....	Houghton & Dutton
53	" ".....	Geo Borgfeldt & Co
53	" ".....	E A Runnells & Co
5	" ".....	Patterson Wylde & Co
74	" ".....	R F Downing & Co
11	" ".....	Bawo & Dotter
8	" ".....	Natichal Despatch Co
72	" ".....	L Wolf & Co
5	" ".....	F Behrend & Co
20	" ".....	J B Moore & Co
9	" ".....	American Express Co
124	" ".....	Miscellaneous Orders

ANTWERP

23	packages earthenware.....	Jones, McDuffee & Stratton Co
9	" ".....	Mitchell, Woodbury Co
2	" ".....	Houghton & Dutton
25	" ".....	R F Downing & Co
61	" ".....	Merchants Dispatch
10	" ".....	Miscellaneous Orders

PUSH HARDEST WHEN TRADE IS DULLEST.

IT is one of the laws of nature that the greater the load the greater must be the effort expended to move it. It is one of the laws of merchandising that the duller the season the greater must be the effort to get trade. Lessen the effort, and the load will not move—the trade will not come. Increase the effort and the faster will the load move—the faster will the trade come. This is an unalterable law—the law of cause and effect. And there can be no escape from it—without punishment. You will punish your business—you will penalize yourself—if you fail to push hardest when trade is dullest. Just because there is a tendency to let down on "the other fellows'" part is all the more reason why you should drive ahead and gain a further lead.—*Butler Brothers.*



La Porcelaine Theodore Haviland

Limoges, FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,

25 Murray St., New York.

Grand Prix, Paris, 1900.

Hors Concours, Limoges, 1903.

Hors Concours, St. Louis, 1904.

THE DANGEROUS FIVE PER CENT.

A MERCHANT purchased a much larger order of goods than he needed, because he was offered an extra five per cent.

Another merchant did not have nearly as many as he needed, because he was refused five per cent.

The first lost money because he was over-stocked. The second failed to make money because he was under-stocked.

That "extra five" has a lot of commercial sins to answer for. In the hands of an unwise salesman it may become a two-edged sword.

The advice of a great jobber is: "Forget it! What is five per cent compared with having goods when you want them, and not having them when you don't want them?"

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Experienced city salesman wanted by a wholesale importing house of china, glassware, etc. Address Box 736, this office.

WANTED—For 1911, three high grade illuminating glassware salesmen to work on salary, also two salesmen to work on commission in two of the largest cities in United States. Established business. Large, complete line. Exceptional opportunity for men who can produce the goods. All letters strictly confidential. Address K-2612, this office.

WANTED—Good pottery salesmen in South and Southwestern States. We have popular-priced line, popular assortments, and on our line salesmen can make good money. Address, giving full details in first letter, Box 783, East Liverpool, O.

WANTED—A first-class man, known in the territory and thoroughly experienced in crockery, to handle one of the best American lines on the market in New York State. Have enjoyed a nice business in that State for a number of years, and wish a wide-awake man. Position is strictly a commission one. Address A B C, this office.

WANTED—Experienced salesman to represent a manufacturer of hotel china, to handle the wholesale dealers only. State salary wanted, age and reference, Address Box 739, this office.

SITUATIONS WANTED.

A MAN of correct habits and many years of road experience, having favorable acquaintance with the best houses, desires a position with a good pottery. Best of references. Address Box 737, this office.

SALESMAN—Open for position January 1st. Has thorough practical knowledge of lighting glassware. Eastern territory preferred. Salary or salary and commission. Address Box 738, this office.

FOR SALE.

DISPLAY fixtures, tables, shelves and plate mirrors, suitable for cut glass, pottery, etc. Room can be rented with fixtures intact from January 1. E. W. HAMMOND, Murray Street and West Broadway, New York.

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NEW YORK, DEC. 15. 1910

THE CONDITION OF BUSINESS

New York. Very little business has been done this week in the warerooms, and the few men still on the road find buyers too busy to look at goods. Those who are back give varying reports. In some cases when they first went out they found good trade in spots; at other points they did next to nothing; later, the buyers absolutely refused to leave their places of business to look at samples, and expressed surprise that they should be expected to. In New England, which is admitted by most travelers to be one of the hardest points to market goods, a better business has been done than for a long time. One traveler said his sales this fall will be at least twenty per cent in excess of last year. In the Middle States reports are conflicting. Some travelers had good business; others complain. In the West and Southwest there was a pretty good trade in most places. In the Far West to the Pacific coast conditions were about normal.

Retail trade in this city opened up splendidly the first of the month, but the heavy snowstorm of last week, with its discomfort in the matter of travel, put a quietus on business for two or three days. The latter part of the week, however, was good. A personal visitation among some of the larger houses found the crockery and glass departments well supplied with buyers, and in many cases there were not enough salespeople to accommodate the crowds. The snow was a benefit in the country, however.

With good sleighing came good buying, and the consensus of opinion of retailers almost everywhere is that they will market many goods before the first of the year.

While the crockery trade is complaining that retailers have not bought necessary stock, they are not alone in this respect. This condition seems universal in all branches of trade. Buyers of all kinds of commodities have pursued the same "hand-to-mouth" policy that the crockery men have had to meet, and are now appealing to jobbers and manufacturers to fill up their short stocks.

Money seems to be abundant, judging from the way people spend it for luxuries. The hotels are crowded, and the landlords say they have never had a better fall and winter. Some of the generous outlay put into circulation must eventually find its way to the wholesale crockery man's pocket. After the first of the year we may confidently look for better things, for, generally speaking, the stocks in retail hands are next to nothing.

Pittsburgh and Vicinity. There is no let-up in business with the glass manufacturers of this district. The close of the season witnesses every plant active, many to capacity. Cut and etched glass is in good demand,

while staples and souvenir goods are selling as strongly as ever.

Business is exceptionally brisk for this time of the year, and every plant is being run to its capacity. Telegrams requesting immediate delivery of holiday goods are frequent from dealers caught short of stock. The outlook for next year is decidedly bright.

East Liverpool and Vicinity.

The majority of the manufacturers will work their plants right up to the holidays. The constant cry from buyers is: "Hurry our order!" Dinnerware is called for mostly, although the specialty lines have good demand.

AT BOSTON.

WHILE this is a bad season of the year to test the plan of "In office Tuesdays," there has been a fair response to the suggestion made in a recent issue of the JOURNAL. One merchant said: "Since the appearance of that article several of my customers who have been in the habit of coming to Boston any day thought the idea a good one and are now getting the Tuesday habit. They were pleased to know when they might expect to find the trade in. The JOURNAL deserves commendation."

A disastrous fire occurred last Friday morning at 144 Congress street. The blaze was confined to the fourth and fifth floors, but the display rooms and offices of the following were badly damaged by water: George A. Granville, representing the Heisey line; S. A. Weller, jardinières; E. E. Wilgus, with the Buffalo Pottery, and Arthur T. Otis, of the Republic Metalware Co. Mr. Granville was the only one insured, and he estimates his loss at, \$1,500. Only last week he increased his insurance \$500, and thus was fully covered. "Lucky George."

W. E. Whipple, who operates crockery and glass stores at Portland and Bangor, Me., is closing up the latter store and will confine his efforts to Portland.

H. A. McNicol, president of the Potters' Co-operative Co., East Liverpool, was in town this week on a combined business and pleasure trip.

W. E. Purington, with Harry B. Hollis, representing the Cambridge (O.) Glass Co., has returned from a successful trip through New Hampshire.

E. B. Macbeth, glass buyer for the E. S. Brown

Co., Fall River, Mass., was around the district placing some late orders.

Harry M. Hollender, glass, crockery and kitchen goods buyer for the Henry Siegel Co., leaves after the holidays for a tour of the Eastern and Western markets.

A telegram received by Chase & Francis says that E. J. Tucker has arrived at Tampa, Fla., after a rough passage that threatened to destroy the ship.

Henry T. Edwards, the Boston order-captain for the Fostoria Glass Co., has recovered to a certain extent from his illness, and left Monday for the factory.

G. E. McFarlin, local manager, and J. J. Dunn, traveling representative of the Pittsburgh Lamp, Brass and Glass Co., are at the Pittsburgh headquarters for a few days.

THE LAW OF OBEDIENCE.

THE first item in the common-sense creed is Obedience. Do your work with a whole heart! Revolt is sometimes necessary, but the man who mixes revolt and obedience is doomed to disappoint himself and everybody with whom he has dealings. To flavor work with protest is to fail absolutely.

When you revolt, why, revolt—climb, get out, hike, defy—tell everybody and everything to go to limbo! That disposes of the case. You thus separate yourself entirely from those you have served—no one misunderstands you—you have declared yourself. But to pretend to obey, and yet carry in your heart the spirit of revolt, is to do half-hearted and slipshod work.

If revolt and obedience are equal, your engine will "stop on the centre" and you benefit nobody, not even yourself. The spirit of obedience is the controlling impulse of the receptive mind and the hospitable heart. There are boats that mind the helm and boats that don't. Those that don't, get holes knocked in them sooner or later. To keep off the rocks, obey the rudder.

Obedience is not to slavishly obey this man or that, but it is that cheerful mental condition which responds to the necessity of the case, and does the thing. Obedience to the institution—loyalty! The man who has not learned to obey has trouble ahead of him every step of the way—the world has it in for him because he has it in for the world.

The man who does not know how to receive orders is not fit to issue them. But he who knows how to execute orders is preparing the way to give them, and, better still—to have them obeyed.—*Elbert Hubbard.*

The New York Crockery and Glass District.

Cox & Lafferty are showing from the Imperial Glass Co. samples of "special sale" goods gotten up with the idea in view of making them real value to create demand after the holiday season. Buyers should take advantage of the opportunity and order promptly. From the Seneca Glass Co. new cuttings in lead blown stemware are being shown. The Seneca people are making a special feature of this class of ware.

A hoisting derrick at Park place and Broadway, where excavation is being made for the forty-five story building of F. W. Woolworth & Co., broke on Tuesday morning, and in falling killed one man and severely injured a boy. It is a wonder that more were not hurt, for the sidewalk at that place is usually crowded with pedestrians.

Morimura Brothers have installed a substantial storm door which makes a radical change in the appearance of the entrance to their warerooms.

L. D. Hatton has taken on a line of enamelware from the John Dunlap Co., Pittsburgh, who make a complete line of this ware. Their plant is up to date in every respect, and contains one of the largest machines in the country for drawing and pressing.

The new line of import china of the Strobel & Wilken Co. will be ready in its complete form very early in January. The concern is making preparations to have one of the first showings of 1911 import goods.

At the salesrooms of J. Morgan & Sons there are a number of bargains to be picked up in art glass portables and combination gas and electric fixtures. The prices asked are unusually low, as it is desired to clean the goods out to make room for the new line.

The new lines of Wm. Guerin & Co. for the coming year will again be very strong in service plates.

This exquisite line of French china has achieved an enviable reputation, and sales have greatly increased within the past month. The white and gold patterns have been exceptionally good sellers.

"Awata" vases in numberless styles are on view at Vantine's this week. The new decorations show an entire change of motif and, while not flashy, are striking in appearance. The use of gold and full-bodied tints on a soft background gives the various pieces an unusual and artistic appearance.

Plume & Atwood's "Eagle" burner has three seasons of unqualified success to its credit, for the concern has yet to hear of a single case of dissatisfaction arising from poor quality or indifferent manufacture. Now is the time to make contracts for next year.

Albert R. Marryatt will be the sole representative in New York after January 1 for the Warner-Keffer China Co.

The new import samples of the J. Pouyat Co. are nearly all in. A few more are yet to come, and the display when completed will take rank among the finest ever shown in this country. The advertising which the company has been maintaining in the magazines is doing much to educate the women to ask the retailer for Pouyat china.

The United Novelty Co. are showing a very pretty line of hand-painted glass toilet sets in a variety of patterns. Mrs. B. H. Hueman, president of the company, is a thorough business woman. Besides looking after the manufacture of the goods, she visits the city trade to get orders.

John Davison, known far and wide as an importer of fine china, is making just as good a reputation in fine glass. His wareroom, which is devoted half to glass and half to pottery, is well worth visiting. No

dealer who can handle this class of ware goes in without buying something.

Paul Joseph is taking advantage of his ground-floor location on Park place to make a bid for holiday retail business on some import samples of glass and china, and domestic cut glass.

Geo. F. Bassett & Co. show other things besides dinnerware. They now have on display a line of Rockingham and jet teapots that are worth more than a passing notice.

I. P. Cohen, local representative of the Buffalo Cut Glass Co., Batavia, N. Y., for the past eight years, relinquishes that line on January 1 to act in a similar capacity for the Sterling Glass Co., which operates about 100 frames at Cincinnati. Mr. Cohen will continue at 76 Park Place.

NEW ORLEANS AND THE PANAMA CANAL.

THE Crescent City is making a strong claim for the proposed exposition commemorative of the opening of the Panama Canal. No city in the country will benefit more by the new waterway than this. The merchants are fully alive to the benefits to be derived, and are exploiting its advantages with that end in view. The city is large enough and wealthy enough to finance the affair and entertain the hundreds of thousands who will visit the exposition in case it should be held there. The citizens are taking active interest in the matter, and are sending out literature to enlist the co-operation of the Mississippi river towns and cities, which will also be largely benefited by the canal.

EIGHT NEW MEMBERS.

AT a meeting of the directors of the Pottery, Glass and Brass Salesmen's Association, held in Secretary O'Gorman's office last Monday, the following new members were enrolled: Homer D. Carey, president Laurel Cut Glass Co., Jermyn, Pa.; Frederick A. Hess and Robert R. Grenelle, Goodwin & Kintz Co.; Hugo Koch, president West Coast China Co., Seattle, Wash.; Albert H. Burton and John Meredith Miller, Maddock & Miller, New York; James W. Neil, Mitchell, Woodbury Co., Boston; Abraham H. Hamel, treasurer W. H. Grimmel Sons, Brooklyn.

The death claim of Kenneth R. Bryce, Mt. Pleasant, Pa., was ordered paid. The matter of obtaining speakers for the coming banquet was again discussed, and renewed efforts are being made to secure prominent men. The voting ballots for the election of

officers and directors have been arriving in large numbers. These will be counted at the annual meeting, Friday of this week. Great interest has been manifested in the annual banquet to be held at the Hotel Astor December 30, and the attendance is confidently expected to exceed that of any previous year. Special tables will be reserved if ordered at once. It is desired to have all arrangements completed by December 20. Tickets are \$5 each, and may be had of the committee, which consists of Henry Endemann, W. S. Pitcairn, Chas. H. Taylor, W. W. Magee, R. E. L. Wells, H. P. Muirheid and John Nixon, or the secretary, J. F. O'Gorman.

BUSINESS BRIEFS.

Gerge Haddad has opened an oriental and pottery store at Rutland, Vt.

* *

The Keystone Five and Ten Cent Store Co. has opened a branch at Kutztown, Pa.

* *

The Co-operative Twenty-five Cent Stores Co. has opened a branch establishment at Altoona, Pa.

* *

G. H. Weston's five and ten cent store at Port Henry, N. Y., was destroyed by fire December 12.

* *

Department store of Belzer & Warren, Elliott, N. D., was destroyed by fire December 7. Loss \$35,000; insurance, \$20,000.

* *

The wholesale establishment of Granger Freres, Ltd., 390 St. Paul street, Montreal, manufacturers of toys and novelties, was destroyed by fire December 7. Loss \$20,000.

* *

The United Five and Ten Cent Stores have been incorporated at Springfield, Mass., by W. D. Kinsman, Springfield, and W. M. Marshall, Philadelphia. Capital, \$25,000.

* *

Moses Ely has been appointed receiver in bankruptcy for Charles Lustgarten, wholesale dealer in toys at 17 Chatham square, this city. The liabilities are \$5,400 and the assets \$850.

* *

The trustee of the bankrupt firm of Edw. Rorke & Co., this city, has declared the first dividend, thirty-five per cent, to creditors. The estate will probably pay seventy-five cents on the dollar ultimately.

* *

The report in last week's issue that fire in Detroit, Mich., had partially destroyed the store of L. B. King & Co. was incorrect. As a matter of fact, the store only suffered slight damage from water, and was open for business next day.

THE READY-MADE DEMAND.

GIMBEL'S is the latest big store to open its door to the public. If I know anything about the ways of the merchant, I am safe in saying that this big enterprise represents the latest thought in what kind of goods to buy and how to sell them.

I followed the world and his wife into the big store, for, like all advertising men, I had nothing to do; and besides, I wanted to find out what kind of shopkeepers the Gimbels are.

Big? Yes.

Modern? Of course.

Classy? Yes. All classes were buying all kinds of goods there.

up to the fifth floor and interviewed my old friend, Mr. Perry, the advertising and sales manager.

Mr. Perry told me my observations were correct. Said he: "We are here primarily to sell goods—all kinds of goods, and goods that will sell easiest, and will stay sold. Yes," said Mr. Perry, "we have stocked a whole lot of well-advertised brands. Why shouldn't we? The people want them. Another thing: if we find that mentioning these brand names in our advertising space is going to promote sales, we are going to it. Anyway, the goods are on our shelves, and the people who want them will not be bored with a lot of substitution talk. We are going to take advantage of all the ready-made demand there is.—Robert Frothingham.



A STRIKING DESIGN BY THE JEWEL CUT GLASS CO.

But the things that caught my advertiser's eye were the old familiar faces—everywhere labels, tags and trade-marks of the standard advertised goods.

I got a little Gimbel book that lists all kinds of merchandise and what floor it's on, and I visited all those floors. It was the same story. The little book had some mighty interesting facts about the big store: such as 26 acres of floor space, 17 miles of pneumatic tubes, 36 passenger elevators, 1,000 show-cases, 24,000 incandescent lamps of 384,000 candle-power, 45 show-windows, 390 departments, etc., ad infinitum; but my mind kept reverting to those advertised goods every, where.

These people are going to carry Gimbel goods and are going to push Gimbel goods—that's natural; but they are going to carry all kinds of goods that the people want—that's sure. Just to check it up I went

A MODEL "PRESENTATION" SPEECH.

HE had worked for the corporation for forty-two years, and decided to quit. The company in consideration of his long and faithful service arranged to give him a monetary recognition. The superintendent of the works, a German and an extra good mechanic, was asked to present it. He was advised to use a little sentiment in making the presentation speech, and this is the way he did it:

"John, you haf work for the company over forty years?"

"Yes."

"You are going to quit?"

"Yes."

"Vell! They are so tam glad of it they haf asked me to gif you this hundert dollars."

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

EDITORIAL ROOMS,
TEL. 5092 BARCLAY.MECHANICAL DEPT.,
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States.....	\$2.00
Canada.....	3.00
All other foreign countries in the postal union.....	4.50
Single copies.....	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange"

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 15, 1910.

THE PARCELS POST.

UNQUESTIONABLY a parcels post service would be of almost inestimable benefit in a number of directions. If conducted on anything like the lines of our preest post-office efficiency, prompt deliveries and low rates would follow. Those who were affected during the express carriers' strike in November would realize its value if the United States government had been able to transport merchandise at that time. Little doubt exists but that prices for postal service could be reached which, while cheaper than express rates, would be self-sustaining.

But there are objections, and not the least important is the injury which would befall the small dealers in country towns. As it is now, the mail order houses are making serious inroads on the trade of the country merchant. If they get more, better and cheaper accommodation they will still further hurt these dealers, and incidentally the farmer. The latter markets his product in the town. If the dealer has to go out of business, or has his trade materially reduced by competition with the mail-order houses, he cannot buy from the farmer. The mail-order business is doing harm enough now; what it would do under the new regime may be imagined. With better and cheaper transportation it would assume tremendous proportions. As it is, some of the mail-order houses do a business of nearly \$100,000 yearly. They would probably double their sales in a few years time. This concentration of business in a few hands

is one of the evils of the times. The parcels post would assist in further concentrating it.

But, say you, England has made a success of that branch of the service. True; but the methods of the English people are not those of the American. The English people have no such huge interests as we have in their mail-order business. Neither do the rural people of England read advertisements as do our country friends here, and they do not and would not patronize the mail-order houses as our people do.

PERSONAL.

FISH stories in December seem a little out of place; yet one of the most extraordinary kind comes to us with the arrival of the steamer Philadelphia, on which A. J. Fondeville was a passenger. During a storm the vessel shipped several boiling crests, and every crest was full of fish. The promenade deck was like an aquarium for an hour, and the stewards ran out and scooped up enough to supply the tables. Nobody seemed to know exactly what the fish were, except that they were about the size of an ordinary smelt, and were very good when fried.



James D. Bergen, together with his brother, Charles B., and his son, W. T., will sever their connection with the J. J. Niland Co. Meriden, Conn., during the present month, and soon after the first of the year will go to St. Louis, where they will start a new cut glass factory.



Thomas W. McCreary has tendered his resignation as assistant superintendent of the Phoenix Glass Co., Monaca, Pa.



W. L. Foster, of Salem, O., has accepted a position as foreman of the decorating room of the Tritt China Co.'s plant in Niles, O.



Messrs. Berry and Fresch, of the Baltimore jobbing firm of Berry Bros. & Fresch, were placing orders in the District last Friday and Saturday.



Jas. E. Duncan, who travels West for the Duncan & Miller Glass Co., was in the District last week.



Edward O. Coles, formerly with J. Morgan & Sons, has severed his connection with that concern. He is succeeded by William E. Murphy, who has been with the firm for upwards of ten years and is thoroughly experienced in both selling and manufacturing ends. J. Morgan & Sons are the sole manu-

facturers of "Modern Stained Glass," and are to be congratulated on having a man of Mr. Murphy's type at the head of their sales force.



Louis Koch, C. Hauser, W. Straub and Wm. T. Vann, of the Bawo & Dotter traveling force, came in for the season last week.



H. S. Barnard, of L. S. Kresge & Co., of Detroit, was a welcome visitor in town this week. When it comes to knowing what to buy, and being received with open arms, one does not have to look farther than Mr. Barnard.



J. S. Lauterbach, of the Strobel & Wilken Co., returned from an extended trip, and is very enthusiastic about prospects for spring business.



Paul Wielandy, of Blackwell, Wielandy & Co., St. Louis, Mo., is in the District this week, stocking up.



Charles Keiser, of Morimura Brothers, starts the end of this week with fifty-odd pieces of baggage for Boston. He opens at the Harrison Avenue Annex with a very complete line of Japanese specialties.



Hugh McAfee, president of the Consolidated Lamp and Glass Co., was visiting the New York office this week. He said the factory was rushed with orders and doing all it could to satisfy customers, but with the large bulk of business on hand it was rather difficult.



Dr. Haskins, of the Haskins Glass Co., Wheeling, W. Va., did a graceful little act last week when after calling in consultation Messrs Kraatz, general manager; Green, accountant; Schramm, superintendent; and L. B. Hatton, New York representative, he invited the party to a dinner at the McClure House. Little courtesies like this cement friendships.



O. L. Sutherland and F. O. Shattuck, of the traveling force of Geo. F. Bassett & Co., came in last week to make arrangements for next year's business.



W. S. Pitcairn and Geo. H. Bowman arrived from Europe on the Caronia Sunday morning.



Leo Himmelstern, of Himmelstern Bros., San Francisco, is in New York on his annual visit. He is just as smiling as ever, and is "rooting" for the Panama Fair like all good San Franciscans.



Chas. H. Norton, who has made a reputation as an advertising man, particularly in the way of booklets

and high-grade folders, has established himself at Bay Shore, L. I., as consulting advertising manager. He is particularly well posted in the matter of china, glass and housefurnishings.



Alfred B. Evans and Norman C. Walker, with Meakin & Ridgway, came home from the road this week. Both say they have had a very successful season.



Geo. H. Woodworth, New York representative for S. A. Weller, is at the factory in Zanesville, O.



Mr. Murray is now buying for the china, glass and housefurnishings departments of Lyons & Chabot, this city.



O. D. de la Croix, the veteran pottery agent, departed Sunday night for his annual visit to his Ohio factories.



A. H. Ledden, New York representative of the Buffalo Pottery, left Sunday night to attend a conference at the factory relating to new goods for 1911.



Charles B. Ott, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., spent the week in New York.



C. Nick Muessig, who represents B. F. Drakenfeld & Co. at East Liverpool, reached the District Monday for a week's stay.



Charles L. Casey, of the Guernsey Earthenware Co., Cambridge, O., will make a short stop in the District Monday on his way East.



Guy S. Jenkins, with Wm. Guerin & Co., came home Tuesday and will not go out again until after the first of January.



A. Abrams is just back from a short road trip in the interests of C. B. & J. Warner.



W. C. Lynch, of the Taylor, Smith & Taylor Co., East Liverpool, spent several days in New York the past week.



"Dick" Keene, formerly china buyer for D. H. Holmes, New Orleans, has joined the sales force of C. B. & J. Warner, and will start on an extended road trip for them the first of the year.



John E. Plummer, with the J. Pouyat Co., came in on Friday of last week from the Pacific Coast. He

found good business in San Francisco, Los Angeles and other places; in some others it was not so good.



Samuel P. Arnold, with Edwerd Butler, came home from the road this week for the season.



Among the buyers in town this week were: J. L. Kesner, with Siegel-Cooper Co., Chicago; J. Goldstein, of L. Goldstein & Sons, New Orleans; J. J. Curry, with Houghton & Dutton, Boston; and J. Kling, with Holzheimer & Shaul, Amsterdam, N. Y.

"HE'S A WILLING FELLOW."

TRY to get that reputation. It may not sound very "smart," but it's a good asset. Being willing doesn't merely imply that you just get up and do as you're told. The willing fellow sometimes sees the necessity of doing the other man's work and does it without a murmur. The willing fellow buckles in when occasion demands it. The sorehead stands by and says he isn't paid for that kind of work.

One day a vacancy is open and the firm casts around for a man that somehow or other always seemed to forget whether he was or was not paid for what he did, and the "willing fellow" goes up a peg.

Thus the game is played. Thus the law works.

MORAL: Forget what you're paid to do—in business.

AT PITTSBURGH.

NEARLY 2,000 pieces of Dresden and Royal Berlin china were placed on sale at the Horne store last week as a special holiday trade feature. This is the largest assortment of this class of ware ever displayed in a Pittsburgh department store.

* *

C. M. Newcomb, representing the Maple City Cut Glass Co., has booked a reservation at the Hotel Henry for January 3.

* *

"We are in the midst of the best holiday season we have experienced in years," declared T. A. Neely, at Boggs & Buhl's.

* *

At the Kaufman store I. Rothstein is exceptionally busy, for besides looking after the china and glass department he is also in charge of the toys and pictures. "We're having a good season, and the outlook for a heavier trade than last December is bright," he says.

* *

"China novelties are selling best, although cut and etched glassware are moving very nicely," says Charles Reizenstein.

* *

The American Hardware and Supply Co., which will later on handle a line of lamps and possibly other

glassware, have just closed leases for large warehouse space in the Terminal Warehouses, on the Southside. The main offices for the present will remain in the Oliver Building.

WHEN YOU ARE IN TROUBLE.

DON'T try to quench your sorrow in rum or narcotics. If you begin this you will have to keep right on with it till it leads you to ruin; or, if you try to pause, you must add physical pain and the consciousness of degradation to the sorrow you seek to escape. Of all wretched men, his condition is the most pitiful who, having sought to drown his grief in drink, awakes from his debauch with shattered nerves, aching head, and depressed mind, to face the same trouble again. That which was at first painful to contemplate will, after drink, seem unbearable. Ten to one, the fatal drink will be again and again sought, till its victim sinks a hopeless and pitiful wretch.

Work is your true remedy. If misfortune hits you hard, you hit something else hard; pitch into something with a will. There's nothing like good, solid, absorbing, exhausting work to cure trouble. If you have met with losses, you don't want to lie awake thinking about them. You want to sleep, calm, sound sleep, and to eat your dinner with appetite. But you can't unless you work. If you say you don't feel like work, and go a-loafing all day to tell Dick and Harry the story of your woes, you'll lie awake and keep your wife awake by your tossings, spoil her temper and your own breakfast the next morning, and begin tomorrow morning feeling ten times worse than you do to-day.

There are some great troubles that only time can heal, and perhaps some that can never be healed at all; but all can be helped by the great panacea, work. Try it, you who are afflicted. It is not a patent medicine. It has proved its efficacy since first Adam and Eve left behind them with weeping their beautiful Eden. It is an officinal remedy. All good physicians in regular standing prescribe it in cases of mental and moral disease. It operates kindly and well, leaving no disagreeable sequelæ, and we assure you that we have taken a large quantity of it with the most beneficial effects. It will cure more complaints than any nostrum in the materia medica, and comes nearer to being a "cure-all" than any drug or compound of drugs in the market. And it will not sicken you if you do not take it sugar-coated.—*Confectioners' Journal*.

OBITUARY.

WILLIAM LORUENSER, for many years manager of the retail department of A. A. Vantine & Co., died suddenly at his home at Mount Vernon, N. Y., on Sunday, aged forty-three.

Among the Potteries

East and West

East Liverpool and Vicinity.

Judging from the number of letters received during the past week, buyers will visit the district a week or fortnight earlier this year than during 1909. A few have been here during the last few days, and a salient feature of their visit was the the absence of effort to "beat" down prices.

There will be no changes in the office or selling forces of the Potters' Co-Operative Co. "We will go ahead and win another pennant with the same old club," said T. A. McNicol, sales manager, who is also a baseball fan.

Fred Kline, Eastern salesman for the Warner-Keffer China Co., who has been spending several weeks at his home in Philadelphia, is back at the factory again.

William A. Barris, of Barris & Lendhart, St. Louis, was in the district several days ago and placed considerable business for delivery during 1911.

Leo Himmelstern, of San Francisco, who has been spending a fortnight in this territory, placed considerable business for 1911 delivery.

Pink color treatments will be in demand during the coming season, according to some decorating shop managers.

Some rather bulky business was floating through the district during the past ten days, when orders for fifty-eight cars were offered for 1911 delivery. Three Western and one Southern buyer had this volume of business at their disposal.

Cecil E. Taylor, for the last ten years Eastern salesman for the Knowles, Taylor & Knowles Co., will open at the Ft. Pitt Hotel, Pittsburgh, Jan 9 with the Taylor, Smith & Taylor Pottery Co.'s lines. Mr. Taylor will travel through Pennsylvania, West Virginia and Maryland, and also make Washington, D. C., with this line. W. C. Lynch will continue to work his

former territory, as will Mr. Jackson, who is the representative in the Western district.

The sample room of the Homer Laughlin China Co. in January will present a very attractive appearance. The new Genesee dinner shape in its numerous treatments is seen to great advantage, and is more than duplicating the success of the Niagara shape. On the specialties the new decorations are most elaborate, both in design and number.

The Knowles, Taylor & Knowles Co. announce the following changes in their sales force: Cecil Taylor, the Eastern representative, resigned, is succeeded by Hugh Nevin, who has been covering the West. The Western territory will be toured after January 1 by George S. Davis. The Middle West and Central States will be covered by Willard Morris, while the Southern territory will be looked after as usual by Mr. Trieber.

George Clark, Western representative of the Homer Laughlin China Co., has returned home for the holiday season.

A new method of stamping the "Princess" dinner patterns of the Smith-Phillips China Co. will be inaugurated January 1. In place of the old trademark will be the words "Smith-Phillips" and the name of the decoration. Thus, should additional pieces be desired, the customer can go to a store and ask for the "Smith-Phillips Almo," or whatever other treatment is sought.

The underglaze blue and green treatments on dinner ware brought out by the Colonial Pottery Co. are very effective.

P. G. Frantz, of Scranton Pa., is here buying for Woolworth.

A complete renovation of the Knowles, Taylor & Knowles sample room has been made, and as a result there is not an old pattern to be seen. Every piece of old ware has been cleaned out and replaced by an entire new list of treatments. There will be no new

shapes shown this season. In decorations, however everything is new.



While attempting to cross State street in Trenton, a hurry last Friday morning Nicholas Zimmer, a resident of South Trenton, stepped from behind a trolley car and was struck by the automobile of Arthur D. Forst, of the Robertson Art Tile Co. The injured man was placed in the automobile and Mr. Forst drove him to a physician, who discovered that he was suffering more from fright than injury.

* *

The University of Pennsylvania will this week confer upon Francis B. Lee, president of the Trent Tile Co., this city, the degree of bachelor of science, in recognition of literary work done since graduation, covering a period of twenty years.

AT CHICAGO.

WM. HOWELL, foreign buyer for Pitkin & Brooks, who has been absent for two months visiting the European markets, sailed from Liverpool December 10. He reports that the designs for next year surpass anything heretofore produced, and that he has bought a long line in anticipation of a good business in 1911. Since the death of J. W. Brooks, about a year ago, E. H. Pitkin has acquired all of the stock of the company and is now in sole control of the business.

* * *

J. E. Boring, local manager for the Crooksville China Co., who was operated upon a few weeks ago for appendicitis, was dismissed from the hospital a week ago, but is still confined to his home.

* * *

W. Burton Adams was recently made a member of the firm of Adams Brothers, wholesalers and importers of glassware. The other members of the firm are Alfred S. Adams and Lysle E. Adams.

* * *

Mr. Wintringer, president of the Steubenville (O.) Pottery Co., was in the city this week calling on the trade, being introduced by the genial representative of the firm, James McCue.

* * *

C. S. Whipple, representing A. H. Heisey & Co., Newark, Ohio, passed through the city a few days ago on his way to Milwaukee, St. Paul and Minneapolis in quest of orders for new season goods.

* * *

H. A. Marshall, manager for the Fostoria Glass Co., returned Monday from a visit to the factory at Moundsville, W. Va., and reports that his company

is preparing for a heavy trade to begin early the coming year.

* * *

E. W. Newton, local manager of the Economy Tumbler Co., Morgantown, W. Va., passed through the city this week on his way to Milwaukee.

* * *

W. J. Peele, secretary of the Model Glass Works at Summitville, Ind., spent a few days visiting the trade this week.

* * *

C. L. Flaccus, of the C. L. Flaccus Co., Pittsburgh, is here looking after interest concerning the company's branch office in this city.

* * *

Sam Cook is here with a very fine dinner line from the Edwin M. Knowles China Co., and going after orders for 1911 delivery. Zack Irwin, secretary of the company, is a guest at the Palmer House.

* * *

John Ling, buyer for Gimbel Bros. New York, is in the city, accompanied by Isaac Gimbel, a member of the firm.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Nov. 23, '10	Correspond- ing period 1909	Exports Jan. 1 to Nov. 23, '10	Correspond- ing period 1909
Boston	470	341	6964	5713
New York	517	503	7890	5870
Baltimore	668	944	12615	15882
Philadelphia....	230	136	5070	3731
New Orleans....	38	136	2039	2240
Newport News...	....	39	204	1117
San Francisco ..	....	14	93	250
Portland (Me.)..	2	....	1031	1885
Galveston	33	122	1434	1406
Portland (Or.)...	....	....	25	95
Inland Points....	232	85	1762	1129
Total..	2190	2320	39127	39318

From the Freight and Shipping Circular of John Edwards & Co.
Liverpool.

TO	Shipments week end'g Nov. 26, '10	Correspond- ing period 1909	Exports Jan. 1 to Nov. 26, '10	Correspond- ing period 1909
New York	568	177	3864	7480
Boston	43	90	6722	5509
Philadelphia....	53	44	5358	4098
Baltimore	20	396	15385	16796
San Francisco ..	....	....	244	207
New Orleans. ...	18	3	2214	2862
Portland (Me.)...	49	16	1994	1959
Galveston ...	18	....	1513	1393
Newport News...	....	....	971	1117
Portland (Or.)..	....	....	55	55
Inland Points ..	21	27	1258	1261
Total..	790	753	44596	42737



"Building Up the Fire of Love."

Pate-sur-pate Vase by J. Solon, at Tiffany's.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. When buyers come to the local market in January they will find a great variety of lines. Colonial effects will not predominate, as in

the last three seasons. Dainty figured patterns will have the call. What new Colonial is shown will be in the lighter weight effects. The real heavy Colonial ware has not been going very well of late.

J. W. Moses, of the United China and Glass Co., New Orleans, was in the district a few days ago, and proved to be one of the most optimistic buyers to visit the local market in a month. His picture of future trade conditions in the South was very rosy. The concern has been compelled to enlarge its warehouses, and liberal business has been already booked for future deliveries.

The McKee Glass Co. are showing a number of nappies in their new Puritan "Prescut" line, a pattern in rock crystal effect which is proving very popular. Several more pieces will be added to the line during the coming week.

William T. Gillinder, of Gillinder & Sons, Philadelphia, was in the district last week on his way home from Chicago. He reported business at the factory in excellent condition.

M. A. Lovell, who travels through New England for the United States Glass Co., has been spending a week here, arranging his new lines for the January trade. M. G. Bryce, manager of the commercial department, who has been on the Pacific Coast, returned home this week.

Another jobbing house is to start business on the Pacific Coast, in charge of Hugo Koch, for a number of years affiliated with M. Sells & Co. Mr. Koch was in Pittsburgh last week buying for early delivery. He will make a feature of hotel supplies.

Certain newspapers which have been doing a "land office" business in their premium department with portables, pottery, cut glass, brass goods and kindred lines, will be asked to stop the practice at a

very early date. These newspapers have been giving away the very items their advertisers sell. The larger retail merchants in Pittsburgh have been quietly canvassing the situation, and if their request is not complied with will stop all advertising with such newspapers.

At the risk of his life, Andrew Ripley, of the Ripley Glass Co., Connellsville, Pa., last week rescued a school teacher from a burning schoolhouse located near the factory. Workmen at the plant formed a bucket brigade and saved the building from total destruction. The children escaped, the teacher remaining until the last. She was overcome by her exertions when Mr. Ripley rushed into the building and carried her out.

The United States Glass Co. will bring out five new patterns in January. An addition to the etched blown stem lines will be the "Empress" pattern, an illustration of which will be shown next week.

Cut and etched glassware is having a heavy sale, the demand keeping up considerably later than is customary. All the manufacturers are "loaded to the guards" with orders. While the demand for light cuttings is better than for the heavier patterns, it does not exceed that for high-grade etched lines.



The Jefferson Glass Co. is showing a toy candlestick in the Chippendale line which is proving very popular. It is the same shape as the large "stick," and possesses a handle similar to that used on all other pieces of the same line. Recent additions to the Corona line are two flower vases, a triangular cigar holder and ash tray, a puff box and a new cut candlestick.



Among the buyers who have been visiting here during the past week were George H. Wheelock, Peoria, Ill.; Mr. Van Deman, with Butler Bros.; Paul Beck, with the Baltimore House, Baltimore Md.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
December 18, 1910.

BREMEN

9 packages glassware.....	L Straus & Sons
72 " "	Strobel & Wilken Co
157 " "	Miscellaneous Orders
221 " earthenware.....	Geo Borgfeldt & Co
8 " "	Bawo & Dotter
4 " "	A Steinhardt & Bro
37 " "	C B Rouss
15 " "	Eimer & Amend
26 " "	Knauth, Nachod & Kuhne
9 " "	O Goetz
69 " "	Strobel & Wilken Co
76 " "	Miscellaneous Orders
40 " toys.....	Geo Borgfeldt & Co
7 " "	F A O Schwartz
5 " "	F W Woolworth
268 " "	Strobel & Wilken Co
211 " "	Miscellaneous Orders

HAMBURG

70 packages glassware.....	Fensterer & Ruhe
23 " "	H Kupper
371 " "	W R Noe & Sons
85 " "	Fondeville & Van Iderstine
63 " "	O O Friedlander
27 " "	J H Venon
82 " "	Kmy-Scheerer Co
58 " "	Knauth, Nachod & Kuhne
416 " "	Brown Bros
1 " "	L D Bloch & Co
48 " "	Strobel & Wilken Co
280 " "	Miscellaneous Orders
25 " earthenware.....	H Kupper
3 " "	N Wapler
5 " "	Ceramic Importing Co
61 " "	L Straus & Sons
75 " "	L D Bloch & Co
55 " "	Lazarus & Rosenfeld
11 " "	J Palme
10 " "	J Wygand & Co
6 " "	B Illfelder & Co
80 " "	Strobel & Wilken Co
339 " "	Miscellaneous Orders
191 " toys.....	B Illfelder & Co
8 " "	R H Macy & Co
141 " "	Geo Borgfeldt & Co
218 " "	Samstag & Hilder Bros
124 " "	F W Woolworth & Co
3 " "	F A O Schwartz
14 " "	Knauth, Nachod & Kuhne
179 " "	Strobel & Wilken Co
184 " "	Miscellaneous Orders

SOUTHAMPTON

2 packages chinaware.....	A G Moment
16 " "	H Kupper
2 " "	L D Bloch & Co
13 " "	H Creange
28 " "	Blakeman & Henderson
50 " "	Miscellaneous Orders

ROTTERDAM

2 packages earthenware.....	Geo Borgfeldt & Co
30 " "	Bawo & Dotter
7 " "	L D Bloch & Co
51 " "	L Straus & Sons
24 " "	Miscellaneous Orders
23 " glassware.....	Graham & Zenger
56 " "	Geo Borgfeldt & Co
1 " "	Miscellaneous Orders
6 " toys.....	F A O Schwartz
5 " "	Miscellaneous Orders

LIVERPOOL

2 packages earthenware.....	The Rowland & Marsellus Co
20 " "	Maddock & Miller
11 " "	Meakin & Ridgway
18 " "	H C Edmiston
4 " "	L Straus & Sons
7 " "	J Wygand & Co
18 " "	E Boote
5 " "	George Hamilton
28 " "	Geo Borgfeldt & Co
2 " "	G F Bassett & Co
1 " "	J Davison
10 " "	R Slimmon & Co
3 " "	Fondeville & Van Iderstine
26 " "	Miscellaneous Orders
18 " chinaware.....	J Davison
12 " "	W S Pitcairn
4 " "	Miscellaneous Orders
32 " toys....	Strobel & Wilken Co

ANTWERP

15 packages toys....	Strobel & Wilken Co
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LONDON

4 packages toys.....	Geo Borgfeldt & Co
18 " "	Strobel & Wilken Co

HAVRE

6 packages chinaware....	J Pouyat Co
1 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

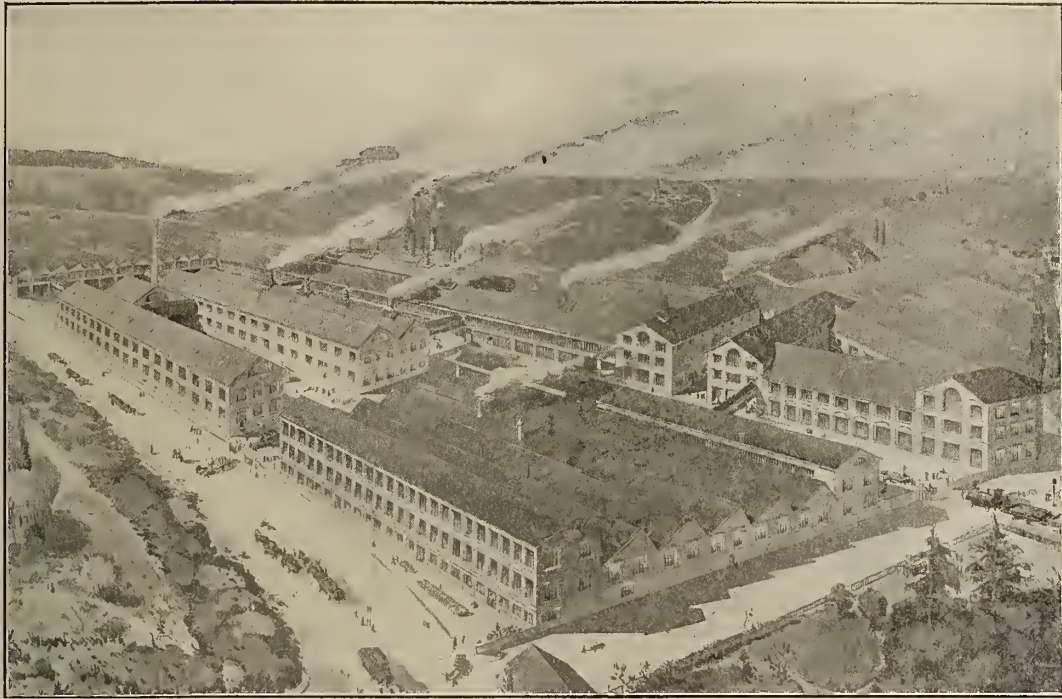
41 packages earthenware.....	Jones, McDuffee & Stratton Co
19 " "	Mitchell Woodbury & Co
2 " "	Richard Briggs Co
4 " "	Meakin & Ridgway

HUMOR IN ADVERTISING.

SOME years ago a man who was at the time considered an authority on advertising matters warned all concerned against the danger of humor in advertising. Humor was all right in its place, he said, but it did not belong in business—anyway, most people had a poor sense of humor, and were apt to be painfully silly when they thought they were witty. So the only safe way for the advertiser, he said, was to carefully avoid humor in all its forms.

That humor has no place in business is by no means certain. Surely the painfully serious man is always a bore, and a solemn countenance is more likely to tighten the purse-strings of the possible buyer than to loosen them. The cheerful and optimistic salesman takes the most orders; the man with the ready laugh and the good story is sure of a welcome provided he has brains up above his smile and knows his business when he talks it.

Similarly, the advertisement with a touch of humor is always welcome, provided the humor is real and gears up with the gist of the ad in a way that makes the right impression. Such an advertisement is often read and remembered when a labored effort couched in the language of the Dryasdusts would be soon forgotten, if read at all.



La Porcelaine Theodore Haviland

Limoges. FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

BORROWING.

THE man who borrows must also lend. It is a losing game in the long run, and full of trouble. When you borrow from the bank you give collateral and expect to pay, if you don't lose the loan in the meantime. Borrowing of this kind is often inevitable. It is another thing to impose one's need upon friends. It places the borrower in pawn, and is an inconvenience, generally, to the lender. The right kind of a man will endure a lot of real hardships before he flies a signal of distress. There is no money harder to pay back than money borrowed from a friend, and the longer it remains unpaid the heavier the task of replacing it grows to be. No, it doesn't pay to borrow.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—For 1911, three high grade illuminating glassware salesmen to work on salary, also two salesmen to work on commission in two of the largest cities in United States. Established business. Large, complete line. Exceptional opportunity for men who can produce the goods. All letters strictly confidential. Address K-2612, this office.

WANTED—Good pottery salesmen in South and Southwestern States. We have popular-priced line, popular assortments, and on our line salesmen can make good money. Address, giving full details in first letter, Box 783, East Liverpool, O.

WANTED—A first-class man, known in the territory and thoroughly experienced in crockery, to handle one of the best American lines on the market in New York State. Have enjoyed a nice business in that State for a number of years, and wish a wide-awake man. Position is strictly a commission one. Address A B C, this office.

WANTED—Experienced salesman to represent a manufacturer of hotel china, to handle the wholesale dealers only. State salary wanted, age and reference, Address Box 739, this office.

WANT AN ASSISTANT—I wish to secure an experienced crockery man. Prefer one from small town who can wait on and sell customers in a retail way. Age not over thirty-five years. Address, with recommendations, state past experience and amount of wages desired, A. W. WHELOCK, Rockford, Ill.

WANTED—High grade illuminating glassware salesman to work on salary or commission. Exceptional opportunity for a good man to cover the metropolitan district. Address P J W, this office.

SITUATIONS WANTED.

SALESMAN—Open for position January 1st. Has thorough practical knowledge of lighting glassware. Eastern territory preferred. Salary or salary and commission. Address Box 738, this office.

A MAN of long experience in the oil, gas and electric lighting glassware business is open for an engagement with a first-class house as salesman, either indoor or traveling. Address X L, this office.

BUSINESS OPPORTUNITIES.

WANTED—Correspondence with a small manufacturer who does stone engraving, rock crystal work, etc., or with a competent stone engraver. Address Box 740, this office.

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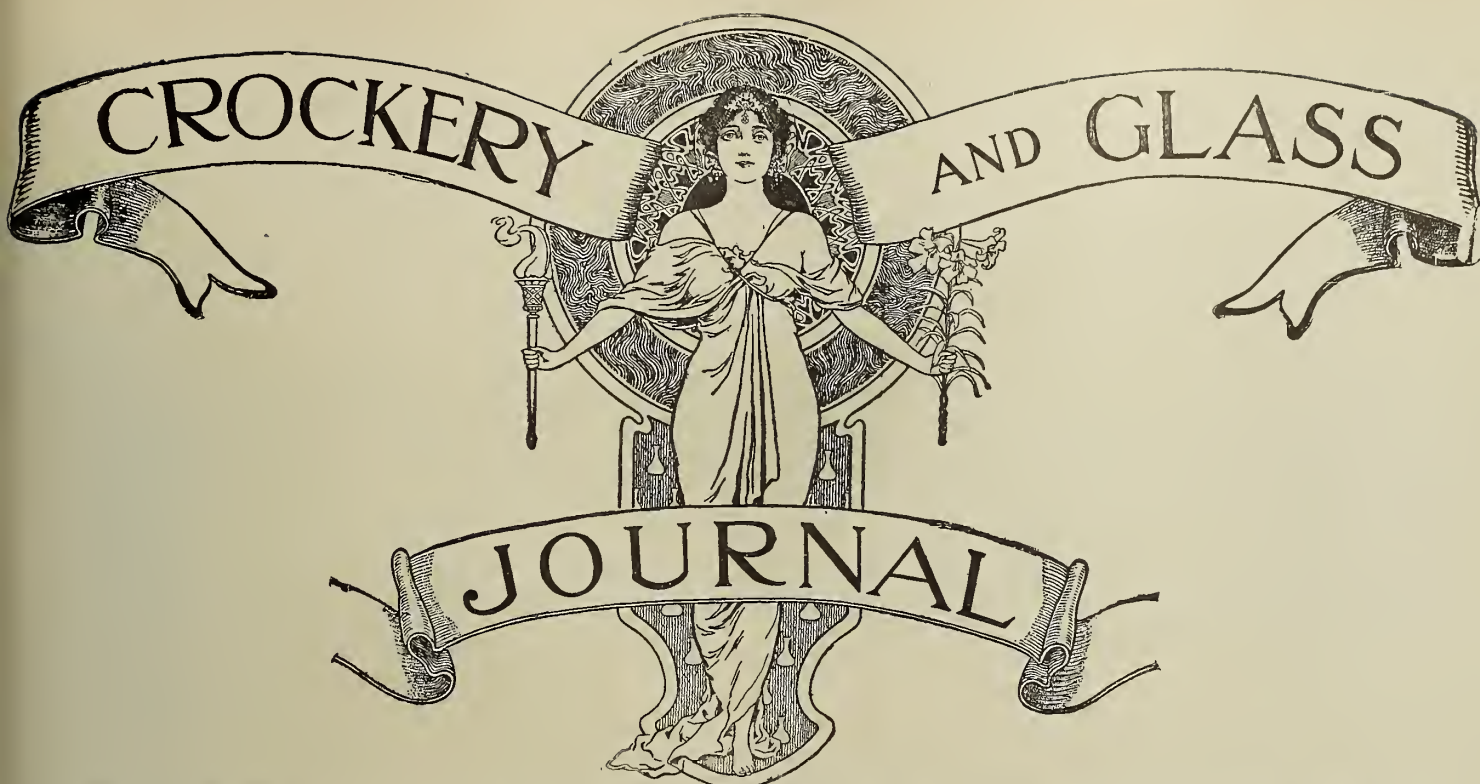
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NEW YORK, DEC. 22, 1910.

THE CONDITION OF BUSINESS.



New York. The wholesale trade in the District this week amounted to hardly anything. Had there been a demand, only a few houses could have responded. Import samples were delivered long ago; the stock houses are few, and they are not overloaded.

The retail trade in the downtown District grows beautifully less every year. Fewer goods have been disposed of this season than ever in the history of the trade. Why this is so is easily understood. The wholesalers cannot, in justice to their city trade, retail without a good advance over wholesale prices, and people have learned that they can buy cheaper in the department stores and from the regular trade than they can from the importers. All of which is as it should be.

The manufacturers have been as busy as bees shipping back orders, and were not at all particular whether they received fresh orders or not—that is, for immediate delivery. Buyers for future delivery are already at the factories making contracts for next year. Quite a bunch of orders was placed this week, and for large amounts. From the way things look now, the manufacturers will have another big year. The 1911 buying began four or five weeks ago, the buyers dropping in quietly at the potteries and glass factories without their advent being heralded. Right after the first of January there will be a gathering of

the clans in Pittsburgh, and it is confidently expected that more goods will be taken than last year.

The retail trade in this city is excellent. Genuine Christmas weather has stimulated buying, and if the department stores have not swelled their sales it is because they have not had the stocks. The regular dealers have done very well.

We still hold that next year will be a big one, in spite of the endeavors of a clique in financial circles which is endeavoring to keep business down. Increased railroad earnings, increased deposits in savings banks, and the largest crops in the history of the country assure good business, and those who provide themselves with well-assorted stocks of crockery and glass will reap their reward.



Pittsburgh and Vicinity. The glass business as a whole for 1910 has been far better than the manufacturers anticipated last

January. This is admitted on all sides. Orders have been steady throughout the year. During the mid-season there was an uplift in selling lists, and this had the effect of steadying the market. With the commencement of the fall season there was an increased demand which has continued until to-day. Prospects for 1911 are very bright. Those buyers who have been in the market have not hesitated to say they will require more goods next season. Their

opinions are reflected by the manufacturers, who say: "1911 is beginning to look better than 1910 did a year ago."



With the possible exception of East Liverpool and two months during the past year the domestic pottery industry has been moving at about its normal gait, although some manufacturers have done better this year than ever before. The efforts to produce a higher grade of ware have been very successful. The body has been improved, and the treatments far superior to anything offered in the district in the past. With this improvement constantly going on, and the outlet growing, there is every reason for believing that 1911 will be most profitable one for the trade.



While there are orders enough on hand Trenton. to warrant the running of all local potteries right up until the close of the year, it is expected that the usual holiday shut-down will take place next week. The majority of manufacturers report the largest year's business in the history of their respective plants, and the outlook for next year could not be brighter. Stocks are unusually low; therefore very little time will be necessary for making inventory, and it is expected that every pottery will be in full operation again by Tuesday, January 3.

ETCHING ON GLASS.

A VERY easy and cheap formula for etching on glass is the following: Barium sulphate, 3 ozs.; ammonia fluoride, 1 oz. To the above is to be added enough sulphuric acid to decompose the ammonia fluoride and make a mixture of semi-fluid consistency. It must be prepared in a leaden vessel and kept in bottles coated inside with a thick layer of paraffin, beeswax or gutta percha, and closed with rubber stoppers. The mixture can be used for printing with rubber letters for stencils, and be thinned so as to use with a common pen. The fumes are poisonous, and contact with the flesh should be avoided.

All glass, even the hardest, may be etched, but highly alkaline glass offers the greatest resistance to the influence of acids. Hydrofluoric acid develops its gaseous form from fluorspar, when the latter, in finely pulverized form, is wetted with strongly concentrated sulphuric acid.

For this purpose vessels made of materials not affected by the acid are used, such as lead, platinum, rubber and gutta percha. The etching is accomplished by coating the glass surface with beeswax, paraffin or other suitable resistants, and then tracing the design desired, whether letters, figures or scrolls, by means of a stencil, a suitable pencil removing the resistant, while the acid etches only the unfilmed parts of the glass. For lettering, an oiled paper, such as is used in stenciling matches (oiled card-

board), makes as good a pattern as sheet steel, and is more readily and cheaply prepared.

For rapid work the following formulæ will be found of service:

No. 1.		Lb.
Fluor-ammonia.....	.....	1
Hydrofluoric acid.....	.....	0.5
Sulphuric acid.....	.....	0.1
Ammonia.....	.....	0.1
Water.....	.....	0.1
No. 2.		
Fluor soda.....	.....	1
Sulphuric acid.....	.....	0.2
Water.....	.....	4
No. 3.		
Carbonate ammonia.....	.....	2
Sulphate ammonia.....	.....	1
Hydrofluoric acid.....	.....	1
Water.....	.....	1

Such baths produce in five to twenty minutes, according to the purity and strength of the materials used, a silky frosting or matt etching. Before frosting the glass should be cauterised for one minute by immersion in diluted hydrofluoric acid, rinsed in warm water, and then put into the frosting bath.

For etching sheet glass the bath is prepared in the following manner: A wooden box is coated inside with asphalt varnish, and after the coat has thoroughly dried three pounds of concentrated hydrofluoric acid (48 to 52 per cent.) are poured into the bath box. Then six pounds of crystallised powdered soda are added, one spoonful after the other, to the acid and dissolved. The dissolution takes place under lively effervescence. The mixture becomes gradually rather thick, and finally the effervescence ceases, when no more soda should be added. The amount of soda to be used depends on the strength of the acid. The mixture is then diluted with from four to five quarts of water and thoroughly stirred. The amount of water to be added must be regulated also by the strength of the acid, hence a trial should be made before too much has been added. For this purpose a small sheet of glass is surrounded with a wax border about three-fourths of an inch high and weak hydrofluoric acid poured upon it. After one minute the glass sheet is rinsed with water and the etching acid is poured on, about half an inch high. After two hours the acid is removed. If, after thorough rinsing, the glass surface only shows a weak etching, too much water has been added, and the bath must be strengthened by the addition of hydrofluoric acid. If the glass shows a coarse and not uniform grain the bath was too strong, and more water must be added.

Rapid etchings are coarse in grain and not uniform. It is always best to stir the bath frequently during the etching process. This hits the granular particles from their places, gives the acid a chance to better attack the glass, and yields more uniform results.

Matt etching requires a longer time, since they must be done by weaker solutions, but they are therefore also finer grained and more sharp and uniform. Cased and stained glass and glassware yields very pretty effects when etched through the outer colored film or satin, and the method of lettering by free hand or stencil is too well known to require minute description.



PHOTO BY HELLMICH.

Around the New York District.

JUST before stock-taking, and preceding the time to display and mark new samples, the road men who are at home are an uneasy set of mortals. They have nothing to do, yet feel, inasmuch as they are drawing salaries, that they ought to be in the ware-rooms. They hang around a while, go out, come back, and go out again. They feel that they are in the way, and are only too glad when the time comes to start on their usual trips.

Geo. A. Malone has been appointed representative of the Eagle Glass and Mfg. Co., and is installed at 32 Park place, corner of Church street, in rooms 60 and 61.

The Salesmen's banquet on Friday night at the Hotel Astor is the main topic of conversation in the District this week. Since the Crockery Board of Trade has ceased its annual dinners this has become the social feature of the trade.

E. L. Bates and A. H. Ledden have leased the showroom of E. W. Hammond at 66 West Broadway in order to gain more space for their lines.

Who says women can't keep secrets? The stenographers in the trade of necessity know the inside workings of the business; yet none was ever known to "tell tales out of school."

On Monday afternoon some painters who were at work in the rear of H. C. Kupper's, on Murray street, while moving a scaffold dislodged one of the iron shutters, which fell with a crash on the extension over the main wareroom, and scattered heavy pieces of the half-inch thick glass all over the floor, counters

and shelves, destroying a great number of samples. Fortunately, no one was injured, although the clerks got quite a scare.

Paul Joseph has leased the three upper floors of the new building at Park place and West Broadway. The lease on his present quarters at 55 Park place runs to May 1, 1911, and he will probably sublet them, and also such part of the new building as is not required to show his various sample lines.

Stock-taking is now in order. This is no light task, even in the small establishments; and in the big houses where thousands of pieces have to be counted, tabulated and prices extended, it means work. Meantime new goods are arriving, and these have to be marked and displayed. No matter how quiet business may seem, there is plenty to do in the warerooms.

Henry Endemann has taken a temporary office with Edward Butler, 67 Park place, until he can find what he wants for a wareroom. He will show samples of glass from S. Reich & Co., Vienna and Berlin, and later may have other lines.

A quiet, hard-working, conscientious lot of men in the District—rarely seen or heard—are the book-keepers. Their importance is shown when, from illness or other cause, one is absent from his post for a day. Everything is at sea for a time in that establishment.

The French China Co., Sebring, O., has opened a branch showroom at 66 West Broadway, in charge of Alex. Yokel. Herman Gerson, Eastern sales manager, has discontinued his office in Philadelphia,

and will hereafter make the New York branch his headquarters, from which the entire force of thirty-five men or more will travel as far West as the Mississippi. Five new salesmen will be added January 1, as follows: H. B. Straus, H. H. Eckhaus, J. L. Baumann, E. H. Hibben and Guy Potter.

How not to load a wagon was demonstrated recently when one belonging to a wholesale grocery firm was about to turn the corner of Chambers street into West Broadway. The load suddenly shifted to the rear and took the horse completely off his feet, keeping him hanging between the shafts until the harness was loosened, allowing the animal to return to terra firma. Whether the horse or driver was the more scared would be hard to tell.

J. Duncan Dithridge discontinues the cut glass line of T. B. Clark & Co. January 1, to make room for the new goods of Bryce Bros. and a line of popular-priced cut glass which he has just taken on from Stott Bros., Manayunk, Pa.

The sales force of the Jewel Cut Glass Co., Newark, N. J., for 1911 will be as follows: B. F. Heastand, Pacific Coast; F. C. Dixon, Southwest; Alexander Fraser, Middle West; J. M. Uniack, Eastern States; E. L. Slocum, Southern States; C. H. Taylor, New York office.

The Macbeth-Evans Glass Co., which recently moved up town, has moved back again to its old quarters in the Irving Bank building, 1 Hudson street. It will still maintain a gas and electric fixture department at 19 West Thirtieth street.

E. Torlotting, agent for the St. Louis Crystal Glass Co., returned Monday from Havre on the Touraine.

Wm. M. Warrin, the pottery and glass agent, leaves next Wednesday for a ten days' trip to his various factories in Pennsylvania, Ohio and West Virginia.

"Jack" Hines has severed his connection with Blakeman & Henderson, but has made no arrangements for the future.

A new salesman in the District, fresh from college, has been meeting with considerable difficulty in carrying out one of his pet ideas. About a week ago he decided that his firm was not getting a fair share of business from Brooklyn, and asked for permission to do a little missionary work. This was granted, and he started out with high hopes. Two days later he expressed himself as follows:

"I believe I would be more certain of success if it were possible for me to detect the genuine

crockery stores. There are a number of tea and coffee shops which feature crockery as premiums, add and it is impossible to tell from the outside whether I am to enter a tea store or a china dealer's establishment. If the china stores offered tea as a premium I don't know where I would get off at all."

Among the buyers in town this week were J. F. Woodman, with Ogden. Merrill & Greer, St. Paul; and J. E. Miller, with W. F. Gable & Co., Altoona, Pa.

Beginning with February Bawo & Dotter will make a year-round display of their complete lines at 718 Mission street, San Francisco. Henry Cronmeyer will leave New York shortly after New Year's to take charge.

ROBERT ORR GOES WITH KINNEY & LEVAN.

ROBERT ORR, for the last fifteen months in charge of the china and glass department of Joseph Horne & Co., Pittsburgh, will sever his connection with that firm soon after the first of the year to assume the management of the Columbus, O., office and



ROBERT ORR.

branch of Kinney & Levan. Albert Orr, his son, who has also been connected with the Horne china department, will be associated with his father in Columbus. Mr. Orr will have charge of the Southern Ohio, West Virginia and Kentucky territory, succeeding M. E. Baker, who has been with Kinney & Levan for twenty years. Mr. Baker will continue with the house, but will not be as active as in the past.

FLORENCE DINNER WARE.

New decorations of the kind
you will appreciate, and
enough to suit both taste
and pocketbook. . . .

HOTEL CHINA.

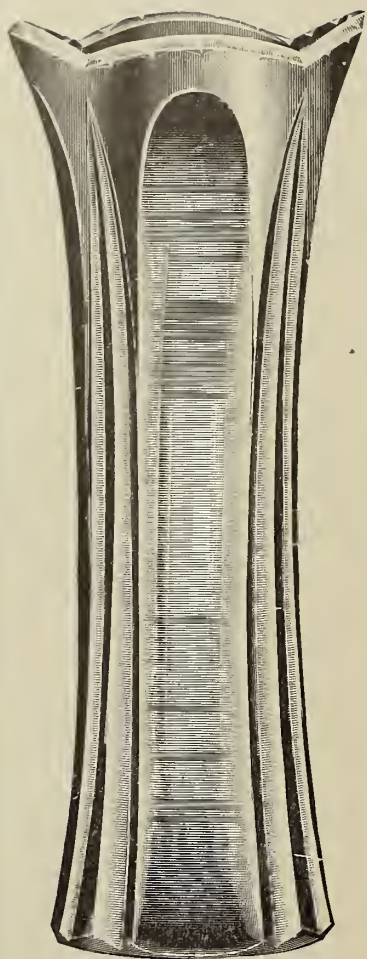
Vitrified, white and decorated:

Round Edge, Double Thick,
Safe Edge, Half Thick.

The Cook Pottery Co.,

TRENTON, NEW JERSEY.

Plants East and West—
with what that means
for Eastern and Western
deliveries.



Tarentum Glass Co.,

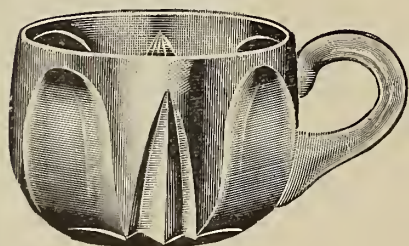
TARENTUM, PA., U. S. A.,

Manufacturers of Fine Pressed

GLASSWARE.



Our Mr. Hamilton will show two new lines of Tableware at the Fort Pitt Hotel, in Pittsburgh, during January, 1911.



SAMPLE ROOMS:

D. R. Marshall, 25 West Broadway, New York.

G. R. Reinhart, 617-619 Arch St., Philadelphia.

Green & Thomas, 33-35 South Charles St., Baltimore.

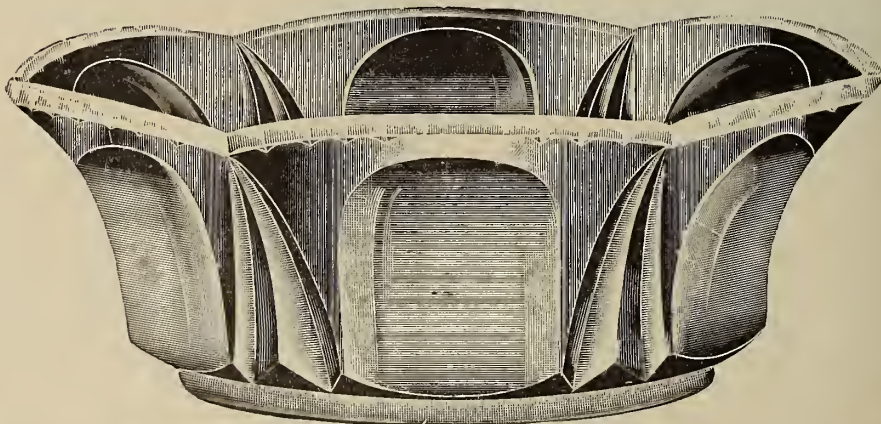
J. L. Johnson, 193 King St., London, Canada.

Tobe Blumenthal, City of Mexico.

Himmelstern Bros., 718 Mission St., San Francisco, Cal.

G. Andino, Cuba and Porto Rico.

S. Q. Hamilton, Western Representative.



We Help Your Business.



MARK ON WHITE.

J. P.
L.
FRANCE

MARKS ON DECORATED.



Our policy of popularizing POUYAT CHINA has proven very successful, as is illustrated by the increase in our business and the large number of new accounts we have placed on our books.

We shall continue our policy, and by advertising largely in magazines and journals which reach the consumers—the women of the country—endeavor to increase the demand for

POUYAT CHINA.

We believe in aiding the retailer to dispose of our wares after he has bought them. If you are not carrying our goods, will it not pay you to do so?

Early in January we shall show our new lines. We will have more beautiful shapes and designs than ever. The quality cannot be surpassed. You are cordially invited to see what we have to offer.

THE J. POUYAT COMPANY,

37-39 Murray Street, New York.

Azur glass—Helios glass

WHY

do our competitors say to us: "Your prices are too low"?

AND WHY

do our customers keep on re-ordering our goods year by year?

AND WHY

are we not afraid to print our real prices in plain figures right under the illustrations in our big two-hundred-page catalog?

Do you not think you ought to have a copy of it on your desk for reference?

It will cost you just one little copper penny to ask for it.

Yours truly,

Imperial glass company

Bellaire, Ohio.

High grade Imperial mirror glassware

Low-priced utility glassware

Rubigold iridescent ware

Fallacies and Facts about Glass-Making.*

GLASS has been produced, according to the historians, since five or six thousand years B. C. As to what originally led to the making, or the discovery of glass is not definitely established, but it is attributed to the Phoenicians. Although there may be some question as to the authenticity of the origin of its discovery, it is not at all improbable that this product was first made by the fusion of alkaline sands. Glazing has been found to exist in many of the products which it is claimed are relics of the efforts put forth at manufacturing three or four thousand years B. C., and also numerous of the primeval articles closely resemble glass. The fragments of such articles indicate, however, that they are not true glass, but are composed of the silicates of alumina, soda, lime and iron, alumina predominating in nearly all instances, which would indicate more or less argillaceous material being mixed with the raw materials used in the composition of this glass.

In a general way, the utility of flint, copper, clay and glass was discovered during about the same period, the flints being used by a people at the same time as copper tools in the fourth and twelfth dynasties. It would appear that glazed pottery followed close upon the use of copper, because of the fact that most of the early pottery glazing indicates by its tinge that it was colored with copper salts, and investigation shows a considerable amount of copper in the specimens analyzed.

About 1300 B. C., or perhaps somewhat prior to this time, in the tombs of Beni Hasson are found articles of blown glass, as also were there found the remains of crucibles for melting glass, made of clay, and fourteen inches in diameter, some being found with glass in them. There were also discovered in these tombs pictures of men blowing in the fire through metal pipes, and manipulating something upon the ends of these pipes, and these are supposed to depict the early glass worker.

It would seem that there has been little or no progress in the art of producing glass articles for nearly 3,200 years. We are substantially doing to-day what was done in those pre-historic times, for the manufacture of nearly all articles of glass is carried on in about the same manner, only perhaps on a larger scale, and possibly under somewhat more economic conditions, i. e., placing the raw materials in a clay receptacle, submitting same to the action of fire, and gathering

upon the ends of metal pipes a quantity of the viscous metal, and blowing, or forming, same into the desired shapes.

Only within the last few years has there been any evident departure from this ancient and antiquated method of manufacture, and even to-day it is difficult to convince the average manufacturer that first quality and uniform metal can be produced in any other type of furnace than the pot furnace. Of course, we have no determinative information as to what extent, or by what means, the Phoenicians carried on the manufacture of glass, or as to how extensive was their knowledge of glass, or as to how extensive was their knowledge of economic productions and definite compounding of materials to produce glass, but it is safe to say that there has been but little progress in the actual knowledge of definite compounding of these materials, although it is one of the greatest factors to be considered to-day in the production of all articles of glassware.

I believe that the average manufacturer has but a vague knowledge concerning the elements which enter into the making of a given quantity of glass. As a matter of fact, there are a great many glass makers to-day who are absolutely ignorant of the components of glass, and I believe that I do not err when I say that a large majority of them believe that glass is composed of sand which has been brought to a molten condition, and that the other ingredients which they put in their batch have been carried away by the action of the heat.

So far as I have been able to learn (outside of one or two Germans and Frenchmen) there has been little or no scientific work conducted, or conservative investigation made, as to the definite qualities and properties produced by varying the quantities of elements constituting glass. We take any quantity of sand, lime, either in the form of calcium carbonate, oxide or hydroxide; soda, in the form of caustic soda, sodium carbonate, or sulphate, and perhaps varying quantities of magnesium carbonate or oxide, together with such impurities as may exist in the form of aluminum, iron in its different oxides, oxides of cobalt, nickel, copper, chromium, titanium, barium, strontium and lithium. In the composition of our optical glasses, and glass having a high refractive index, there is added the oxides of lead, zinc, cadmium, bismuth, antimony, tin and arsenic. Then, again, we have those elements that produce certain color effects, such as copper, manganese, chromium, cobalt, nickel,

* A Paper by Mr. R. L. Frink, of Columbus, Ohio. Reprinted from Vol. XI. of the Transactions of the American Ceramic Society.

gold, selenium, uranium, vanadium, iron, silver and alumina, although the definiteness of the color that may be produced by any of them is very problematic. It must be acknowledged, therefore, that within the category of glass making lies a fair percentage of all the elements with which nature has provided us.

Before attempting to describe the effects produced by any of the elements enumerated above, let us first consider the question of glass, or perhaps I might better say, permit me to first give my hypothesis of what it is, inasmuch as this subject has been discussed by but a few men, and these few have arrived at no definite understanding, and while I can give no absolute information as to the actual structure or composition of glass, I have a theory. It is maintained by many (and some good authorities) that it is an amorphous body, but by others that the term amorphous is an improper one. Although I have not heard the opinion expressed, I am of the belief that it cannot be termed, strictly speaking, amorphous, but is isomorphous, that is, it is not what the literal interpretation of the word implies. I believe I have proof that it is practically impossible, at least in our present-day method of manufacture, to produce a piece of amorphous glass, or rather, to produce a piece of glass which is all amorphous.

I have taken and examined photomicrographs of etchings made from glass, in which it is almost impossible to find an area larger than a few fractions of an inch in which there could not be found distinct, definite crystalline indications. On examinations of an etching, or a piece of glass whose surface has been removed by means other than a mechanical one, it will be found that when sufficiently magnified, and the surface observed in a polarized or white light, there will be seen what might be called cells or drops in the forms of nodes, and on which there are minute crystals, or at least some form of light depolarization, and this takes place uniformly and definitely where there is uniform composition and arrangement. Heat this specimen to 600 degree Centigrade, and it will, on cooling, show a different arrangement; pass ultra-violet, or sun light, through it for a long period of time, and it will further change at ordinary temperature, but mechanical stress appears to have little or no effect on this arrangement.

Is it too preposterous to suppose that these nodes are drops or masses of liquid crystals, or have been such while in the molten state? Can we have a solid solution which has dissolved a part of these constituents, and those being the most active? If this is not the case, why, and how, does sunlight and ultra-violet light have an effect, an instance which is particularly more apparent in plate glass in which manganese and arsenic are used? I have seen perfectly white glass placed in a window sash on the south side of a building, and two years afterward this sheet of glass was a straw yellow. There must have been some molecular action to have caused this change of color, and how this could occur in a hard,

solid substance like glass, without the existence of some more or less mobile properties, is not explained satisfactorily.

In the making of glass, the different ingredients are forced into a more or less complex and varied combination by heat, and, inasmuch as all things are either liquid, solid or gaseous, according to their temperature, and the viscousness of semi-liquid or liquid bodies is a factor of its temperature, it would seem reasonable that in a material like glass, which has no definite point of liquefaction, the same laws would apply as to all other semi-liquid or saturated solutions, and the theory of osmotic pressure, surface tension, solid solution and liquid crystals could appropriately be applied to glass.

In my opinion, glass passes through all of the transitory stages of physical phenomena, and is influenced by the degree of action of all the phenomenon known to science, but it is a very difficult matter to study their changes because of its transparent properties.

If a deep etching be examined by the microscope and magnified about 180 times, it will be seen that the field has the appearance of a honeycomb, or is a cell-like structure, irregular in form, but it will be more irregular and unequally attacked by the etching medium where any of the cells are of a different composition. The space between the cells is of a sea-green color, and is sufficiently pronounced to sharply define the size and shape of the cells. It has been observed that where the cell is fairly uniform, the physical properties of the glass were excellent. Some experiments conducted with an etching made on a sample of window glass which was taken from the product of a tank factory, disclosed the fact that heating and cooling produced less strain, and this metal worked more uniformly than any previous or subsequent samples; also, that the glass at this time was less susceptible to temperature changes than at any other time.

On an etching made on a salt-cake glass, at a time when the working of the metal was very unsatisfactory, and when the slightest change in the manipulation, or the exposing of one side of the lump gathered to a different temperature from the other would invariably produce a cord, or wave, it was found that the cells were very irregular in shape and size, and that in several places there were indications that the cell envelope had been ruptured and crystals were forming, whereas in the previous instance there were no such indications, and the cells were fairly uniform in size and shape.

The following approximate analysis of these two glasses are substantially the same, and it will be noted that they show little or no difference in composition:

	No. 1.	No. 2.
SiO ₂	72.14	72.21
CaO	12.84	12.81
Na ₂ O	13.21	13.29
MgO	0.31	0.32
Al ₂ O ₃	1.27	1.20
Fe ₂ O ₃	0.18	0.18
	<hr/> 99.95	<hr/> 100.01



Grouped Compotiers

At C. Dorfinger & Sons.

From this two lines of argumentation may be followed, viz., that if the analysis is sufficiently accurate, then very slight changes in composition are far more effective than a general conclusion would indicate as being practical to control. Secondly, that it is not so much a matter of chemical composition as of chemical and chemico-mechanical combination. It is my opinion that the latter is the essential factor which effects quality of product, and that glass is a compound mixture of silicates, combined in certain definite proportions according to temperature, the aggregate of chemical composition being mechanically combined by cohesion and adhesion. That at all temperatures glass is susceptible to internal chemical and mechanical changes, which can be accounted for only by the liquid crystal theory and presumption of a solid solution.

It will appear evident to anyone who may have the opportunity of studying the making of glass as practiced in America, that there is no consistency of opinion among manufacturers or superintendents as to the proper method of carrying out the various steps in the process of mixing, melting, working, annealing and cutting glass. That which one man will declare is absolutely ruinous to his product and method, another will strongly maintain to be a vital essential to his production.

One of the largest concerns in this country will absolutely refuse to accept, or endeavor to use, a lime which carries more than 3 per cent. of magnesia, while another concern, whose reputation for quality stands unexcelled, has for years been using a lime carrying an average of 6 per cent. magnesia, and at times going as high as 13 per cent. This same concern, however, will not use anything but a pure, double-washed sand carrying less than 1 per cent. alumina, while one factory is using an unwashed sand carrying about 6 per cent. alumina, and at other plants they are using sand of about 3 per cent., but, strange to say, the factory using the 6 per cent. are "top-notchers" in production of quantity and quality.

Another party thinks that arsenic in the batch is absolutely essential, while others claim that it is a detriment, and eryolite should be used; yet those that use neither are making as good glass as either of the others. One claims that nitre must be added to the batch to get his color, while another says it destroys the surface and does not affect the coloring; however, I doubt if either one could tell by the finished product, or the melting, whether there was nitre in the batch or not.

One concern cannot melt without from one to two pounds of gas pressure on the burners, whereas another uses but two ounces. One will claim that they can use nothing but Pennsylvania coal in their producers, while another will say that it is an impossibility to use same, because this coal has a tendency to make cordy glass. Some claim that Indiana coal, or Texas oil, burned in lehrs will sulphur glass, while others consider that this contention does not comply.

And so on, I could mention instances of apparent paradoxical operation for nearly every process in the industry. As a matter of fact, glass, as it is found in the market to-day, is made up of almost an unlimited number of ingredients and combination of the elements, and by as many different methods of operation, the details of which are little understood.

What effect varying proportions of the different elements have on the physical and chemico-physical properties of glass, we have but a meagre knowledge from a scientific standpoint, and none in a practical way. I have had an opportunity of studying some of the effects produced by altering or introducing various materials in glass, and while I can see now where I might have improved the use of them and obtained much greater results, I at that time was more or less inclined to accept the statements of the pioneers in the business as fact, and I am convinced that they believed them to be facts, based on repeated and long experience. However, mere reliance on the statements of any one as a basis for scientific reasoning to determine the cause or effect of any change in conditions, was soon found to be impossible, for, as illustrated above, no two would agree as to constituency or method, and, obviously, there was no base on which either side could build a logical determination that would work out from all directions, or that could not be refuted by the other fellow. Consequently I started working out my own theories on some of the more radical ones, with the result, I confess, that I did not get far toward proving or disproving my own hypothesis. I did, however, conclusively determine one very important factor in any process or manipulation, and that is the important influence exerted by many of the supposedly inconsequential details, which are usually either entirely disregarded or considered of minor importance.

I found that glass making to-day is carried on with no regard to definite proportions or consistent methods of operation; that it is void of any true knowledge, and is essentially an industry based and operated upon and subservient to personal opinions and prejudice, poisoned by legendary ideas and jealousies, and made generally unwholesome by lack of progressiveness or any initiative on the part of those who might, if they would, arise from this quagmire and put themselves on a basis of scientific fact.

Glass making is different from most any other metallurgical operation, it being a process of synthesis while nearly all others are of analysis. By this synthesis we are supposed to produce a material which will transmit light so perfectly as to produce no distortion of color to objects viewed through it, and this calls for absolute refractive indices, homogeneous composition and perfect mechanical arrangement.

An attempt to incorporate in this paper more than the most important conclusions and facts found by these investigations, would be impractical; therefore I will confine myself to those established facts which are vital to production of quantity and quality, and

which have been found to be subjects of diverse opinions among practical men.

That which is the greatest cause of discussion, praise, condemnation, secrecy, jealousy, prejudice, and imaginary troubles is the "batch" or mixture of ingredients which go to make up the final product, and which we will consider in the order of their importance, namely—Sand, lime, soda, clarifying, decolorizing or coloring agents, and carbonizing or deoxygenizing agents.

I have made 600 or more analyses of 210 different sands used in glass-making in this country and Europe, and their greatest difference (neglecting H₂O) in the silica content of dry sand is 11.2 per cent. The highest was 99.71 silica, and the lowest 88.51, but the factory using the low grade of sand was producing from it glass of the highest quality, and it was beyond argument with them that this sand was less than 98 per cent. pure. In the same factory, about a year later, there occurred a change in management, and the first step taken by the new officials was to change the sand. A pure sand from the Fox River district, analyzing 98.89 per cent. silica, was substituted, but the same results were noted as far as quality and quantity of product were concerned. There was a difference, however, in the chemical and physical properties, and, contrary to the usual belief, the 87.51 sand produced a glass far superior in physical properties to that made by the purest sand, and gave the following values:

SiO ₂	88.51
Fe ₂ O ₃ .....	.31
Al ₂ O ₃	7.26
TiO ₂ .....	.02
CaCO ₃	1.07
MgCO ₃ .....	.43
Organic matter .....	.86
Water at 100C .....	.37
Water at 300C	1.01
Undetermined .....	.16
	<hr/>
	100.00

It will be noted that the alumina was high, and that more moisture was driven off between 100 and 300 than before 100. Also previous to heating, this sand exhibited some plastic properties, indicating that the loam or clay in it was in the hydrated condition.

The glass analysis gave the following values:

SiO ₂	70.51
Al ₂ O ₃	5.98
CaO	9.57
MgO	0.81
Na ₂ O	12.87
Titanium	Trace
Fe ₂ O ₃	0.23
	<hr/>
	98.97

The 98 per cent. sand gave the following values:

SiO ₂	98.89
CaCO ₃	0.18
Fe ₂ O ₃	0.68
Al ₂ O ₃	
Organic matter	0.04
Water at 100° C.....	0.12
Water at 300° C.....	0.02
Undetermined	0.08
	<hr/>
	100.00

The glass produced from the 98 per cent. sand gave the following values:

SiO ₂	72.01
CaO	12.48
Na ₂ O	13.21
Alumina and iron.....	1.81
MgO	0.41
	<hr/>
	99.92

The batch formulae for these two glasses were as follows:

No. 1.	
Sand	1,000
Limestone	230
Salt cake.....	365
Carbon	20
No. 2.	
Sand	1,000
Limestone	330
Salt cake	390
Carbon	20

When No. 1 sand was first used at this factory, much trouble was experienced with small stones and cords, which were attributed to the lime; as a consequence it was reduced until the stones ceased. Believing that when the lime was materially changed it called for a change in the soda or salt cake, this was also reduced, but no one could give any reason for either. However, it occurred that these changes were such as to place the alumina content as a substitute for lime.

This glass showed an increased resistance to tension of 8.3 per cent.; for modulus of rupture there was an increase of 21.1 per cent. over that of No. 2; however, it was somewhat more susceptible to changes in temperature, and showed considerable higher viscosity at given temperatures, but contrary to expectation, showed little or no lamination and annealed easily at a temperature of 500 C. to 200 C. in 15 minutes for sheets one-eighth inch thick, so that no strain could be detected. It was of high lustre and had remarkable power to resist alkalies—acids attacking it to a greater extent, but not as much as No. 2 by several per cent.

One large manufacturing concern was accustomed to washing a certain crushed rock, it costing them from 11 to 16 cents per ton for such work, and it took a great deal of argument to convince them that it was money thrown away. It was discontinued, however, and they made as good, if not better, glass than before, and certainly reduced the factory breakage.

There is also a great difference of opinion as to the size of sand. Some will not use a sand which will not pass a 30 sieve, and others do not want over 10 per cent. to remain on a 30 sieve, the remainder not to pass a 40. Again, some want 20 per cent. through a 30 and the balance through a 40, but none through 60. Other again disregard size completely, but all stoutly maintain that their idea as to size is correct. So far as I have been able to discover it makes little or no difference what the size is, excepting perhaps if too fine some sand is lost by being carried away by

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Under modern methods and increased facilities goods are shipped promptly and accurately.

FIFTY-SIX YEARS IN BUSINESS.

THE KNOWLES, TAYLOR & KNOWLES CO.,

POTTERS,

EAST LIVERPOOL, OHIO.

Fallacies and Facts pertaining to Glass-Making.

Continued from page 34.

draft. Of course, it is obvious that the less iron in it the better, and for optical purposes it should be free from alumina.

There is usually more injury sustained by allowing foreign matter to become mixed with the sand while in transit or in the storage bins, than by anything that is native to it. As an example, one concern making colored glass could not account for loss of color in their pots until careful investigation revealed the fact that the last car of sand was shipped loose in a car that had previously been loaded with coke; this had not been thoroughly cleaned out and it acted as a reducing agent.

The amount of sand is usually weighed very carefully, but the amount of water which it carries is seldom, if ever, considered.

Perhaps the greatest trouble carrier in the list of ingredients is the limestone or lime. This is used in the form of crushed stone of various sizes, air and water slaked, and also sometimes as oxide. In making glass in tank furnaces, the ground stone is mostly used. The size required depends upon the opinion of the individual, as with the sand.

While some of the troubles attributed to the lime are real ones, there are many instances where they are imaginary. Usually it is supposed that a limestone must be as free from magnesia as possible, not to contain over 2 per cent. of carbonate, and should have 96 per cent. to 98 per cent. calcium carbonate. Until recently I believed that in excess of 4 per cent. it was injurious and would produce stones, but I found a plant turning out fine glass with 6 to 9 per cent. magnesium carbonate, and using a limestone which would yield but 46.5 per cent. of calcium oxide, and carried as high as 3.4 per cent. of organic matter. This glass was of excellent quality, having an especially brilliant surface and handled well, excepting that it was inclined to be too fluid at working temperatures. Modulus of rupture was about 25 per cent. higher with this glass than with a normal window glass.

The fact that certain manufacturers and chemists have decried magnesia, and some have even stipulated in their contracts the limits of magnesia values, naturally led one to believe that magnesia was a serious evil to be avoided, but investigation shows that proper furnace regulation mitigates the evil effects of reasonable quantities of this material; however, I doubt if greater quantities than 6 per cent. in the lime would be permissible.

One of the greatest evils to be found in lime is its variability in quantity of available calcium oxide, and the prevalence of objectionable foreign matter, as fossil remains or phosphates, sulphates, and what is termed "ganister," a hard, insoluble, refractory sili-

cate of magnesium, lime and alumina, which will invariably produce a small white stone. Calcium, sulphate and phosphate, particularly the latter, will produce a stone under certain conditions of furnace operation, and an opal cast if in too large quantities.

Lime gives to glass, when added in proper quantities, those properties which best adapt it for commercial use, viz., stability or permanency, hardness, viscosity and tenacity, and facilitates the melting and refining of the metal and does not easily devitrify; however, it greatly reduces the crushing strength when existing in quantities greater than 12.95 per cent. When existing in proper proportions with the soda to make 6 silica equivalents to one each of lime and soda and properly melted, it gives the highest tensile strength to any of the elements.

To increase the lime so that the glass will contain more than 12.83 per cent. calcium oxide, will tend to make the glass hard, brittle and more difficult to fuse into a perfect glass. Tenacity and hardness increase up to the 13.2 per cent. CaO, after which there is quite a rapid decrease in these properties.

To attempt here to give a record of all of the experiments made to determine what properties sodium sulphate (salt cake), sodium carbonate (soda ash), sodium hydroxide (caustic soda), or the allied potassium compounds give to glass, would be impractical, if possible, and many of the results too confusing to be of much interest; therefore we will only consider the most important ones.

One hundred and four samples were made in which the above alkalis were used, but I will only give the results that will show the action of these different alkalis generally, regarding which I wish to mention particularly the rather unusual properties of sodium sulphate.

Glasses were melted and an endeavor made to obtain them with the alkali content existing in the percentage of 12, 13, 14, 15 and 16, which we will number according to the desired alkali. Also melts were made using carbonate sulphate and hydroxide of soda, which we will designate under their respective heads. Only two samples of hydroxide were made, as this was of no practical importance and not worth while.

Samples of about 20 pounds were melted, the material being charged into the pot all at one time, and all melts made at 1525 deg. C., or as near this temperature as possible. The pots were "stood off" and "planed" in the usual practical manner.

The batch formula was so proportioned as to keep the relation between lime, silica, alumina and magnesia as near as possible, they not varying more than about 1.2 per cent., excepting with alumina, which, in a few instances, gave as greatest difference 1.42 per cent. and occurred when using the hydroxide, and .54 per cent. in other samples.

Solubility tests were made by powering 10 grams of the sample and allowing it to stand for 48 hours in 100 cc. of distilled water (previously boiled to re-

move the carbon dioxide) and titrated with centinormal acid solution, using phenol phthalein as an indicator. The results are given in milligrams. The figures given are average results of two or more trials.

Na ₂ O	12%	13%	14%	15%	16%
SODA ASH:—					
Tenacity	12,870	11,400	10,050	7,200	4,150
Crushing	68,900	90,100	91,900	87,600	76,540
Modulus of rupture..	4,610	4,810	5,180	4,510	3,890
Solubility .....	.051	.027	.031	.049	.077
SALT CAKE:—					
Tenacity	13,200	12,900	10,800	7,300	4,150
Crushing	76,400	93,700	90,200	89,400	68,700
Modulus of rupture..	4,800	5,210	5,340	4,870	3,620
Solubility .....	.003	.003	.007	.014	.053
CAUSTIC SODA:—					
Tenacity	11,450	10,420	—	—	—
Crushing	71,250	64,375	—	—	—
Modulus of rupture..	3,710	2,190	—	—	—
Solubility .....	.037	.051	—	—	—

It will be found that glass made with salt cake, the furnace conditions being the same, is harder, has a higher softening point, greater strength, and is less viscous at 845 deg. C. than that containing soda ash, analysis showing that their composition is practically the same. Also the metal of salt cake has the property of retaining any impression made in or upon it in the form of a cord or wave to a much greater degree than does soda ash, and it requires a temperature in excess of 955 deg. C. to eliminate these defects or to cause the chilled surface of the glass to again amalgamate with the main body, while that of soda ash will readily amalgamate at 900 deg. C. Or, to be more specific, if a pot of glass of salt cake has been allowed to stand open, subject to free radiation and atmospheric influences for a period of two minutes, and a cold iron is drawn across it within the first thirty seconds, there will be found to exist in any articles made from the glass, gathered or drawn from that pot, a cord or wave. If this operation be repeated with soda ash glass, it will be found that it has had but little effect. This can be better demonstrated if the glass is drawn directly from the surface in cylinder form, similar to the method of the American window glass machines.

What has been the cause of this peculiar retentive property is not thoroughly understood, but, as near as I have been able to determine, it is due to an oxidizing effect, owing to the exposure of the surface to the atmosphere, and the sudden chill has caused an arrangement of the cell-molecule masses at a temperature below that at which it will undergo any change of composition. I believe it is primarily due to there being a layer of superoxidized metal at the surface, and the higher oxygen gives it the property of being more susceptible to any mechanical changes.

I have devoted considerable time to this question, as it is a subject of great moment to the window glass manufacturers, particularly those using the sheet or cylinder drawing machine. I discovered this peculiar condition while acting as chief engineer of the American Window Glass Company's experimental department, during a search for the cause of the enormous

breakage which occurred at that time, and there appears to be no doubt as to the fact that the salt cake was responsible, not only for many of the cords, strings, etc., but was also accountable for much of the breakage taking place during the early days of machine operation, but I believe, and strongly advocated at the time, that a great percentage of this was due, not to the salt cake being present, but to a poor or improperly melted metal. Subsequent experiments and practice have, in a measure, confirmed this, but I must confess that just what was the cause, and where to find a reasonable explanation of this peculiar phenomena from a scientific standpoint, I am as yet unable to answer with certainty.

Regarding these materials, there is not much of importance to say from a physical standpoint, other than color.

Arsenic, which is used as a clarifier, does increase the crushing strength somewhat, but it is seldom found in the finished metal in sufficient quantity to be noticeable, and the same is true of manganese.

Cryolite, which is used sometimes as a clarifier, is of but little value, and is somewhat detrimental to the furnace or pots, owing to the liberation of fluorine. It would be of some value, could it be used in sufficient quantities to introduce enough alumina to be of importance, but this cannot be done without producing stones, or opal glass.

One frequently hears the remark that a chemist or scientist is of no use in a glass factory. This, no doubt, in a measure is true, for it is seldom, if ever, that a chemist or scientist will be able to find a manufacturer or owner who would for a moment think of wasting time or money in the consideration or adoption of the suggestions of such individuals, at least not until they are confronted with a situation that legend, sorcery, prejudice and guess work cannot account for or overcome.

In addition to the composition and ingredients, consideration must also be given to the fact that melting conditions have a great influence on the physical properties of glass, and the following will give some idea as to the extent. Four melts were made from the same batch, under the same conditions, and all, when finished, had the same general appearance as to lamina, and were practically free from blisters or stones. Test specimens were cut from each of these melts and tested for modulus of rupture, softening point tenacity, crushing and degree of solubility, as per the following results:

Quantities of 50 pounds of batch were used and melted in open pots, the batch formula being: Sand, 100; limestone, 34; salt cake, 40, and carbon, 1. This produced a glass having a composition of:

SiO ₂	73.
CaO	12.75
Na ₂ O	13.2
Iron and alumina.....	1.04
	99.99



"Kinran" Vase

At Vantine's.

The same method of melting was followed in all cases, the pot being brought to the required temperature, and 30 lbs. of batch introduced, with subsequent lots of 15 and 10 lbs. The desired temperature was maintained for a period of six hours, after which the temperature was gradually reduced to 1,100° C. The samples were made in the form of rods, as near one-half inch in diameter as possible, and cut in lengths of 20 inches. These were tested for modulus of rupture by supporting same on two knife edges 18 inches apart, the load being applied by means of a lever arrangement at the center between the supports. The deflection was recorded by movement of the long arm lever which carried a pen, the same being held in contact with the paper by an electro-magnet, which was energized by battery current, in the circuit of which was the rod being tested, and on which a strip of tin foil was fastened by means of shellac. When rupture occurred the circuit was broken, and the pen released by means of a spring. Weight was applied by running mercury in a cup on the lever arm, this being controlled in the same manner.

SAMPLE No. 1.	Pot temperature.
First charge	1,590° C.
Second charge	1,570° C.
Third charge	1,560° C.
End of 3 hours.....	1,590° C.
End of 4 hours.....	1,600° C.
End of 5 hours.....	1,575° C.
End of 6 hours.....	1,550° C.
End of 8 hours.....	1,250° C.
End of 9 hours.....	1,100° C.

Glass was clear and free from bubbles. Samples gathered at 1,100 not annealed. Modulus of rupture average for three trials, 5,203 lbs. per square inch; greatest difference 120.6 lbs. Deflection—.473—.389—.451. The pieces were upset at ends and pulled, three samples being used, indicating an average tensile strength of 11,940 lbs. per square inch; greatest difference 438.4. Pieces of the same rods, 1 inch long, were faced square on the ends and were used for crushing. Average for three trials, 91,300 lbs. per square inch; greatest difference 1,248.5 lbs.

SAMPLE No. 2.	Pot temperature.
First charge	1,450° C.
Second charge	1,400° C.
Third charge	1,500° C.
End of 3 hours.....	1,525° C.
End of 4 hours.....	1,475° C.
End of 5 hours.....	1,450° C.
End of 6 hours.....	1,475° C.
End of 7 hours.....	1,210° C.
End of 8 hours.....	1,110° C.

Glass was clear and free from bubbles, but somewhat darker in color than No. 1. Sample gathered at 1,100 deg. and the metal appeared tacky, and did not have the viscosity of No. 1; sample not annealed. Polarized light indicated some lamina. Modulus of rupture, average, 4,720 lbs. per square inch; greatest difference 371. Deflection—.300—.321—.222. Tensile strength, average, 9,399 lbs. per square inch; greatest difference 462 lbs. Crushing strength, average 88,550 lbs. per square inch; greatest difference, 7,650 lbs.

SAMPLE No. 3. Pot temperature.

First charge	1,250° C.
Second charge	1,350° C.
Third charge	1,400° C.
End of 3 hours.....	1,450° C.
End of 4 hours.....	1,450° C.
End of 5 hours.....	1,425° C.
End of 6 hours.....	1,450° C.
End of 7 hours.....	1,275° C.
End of 8 hours.....	1,100° C.

The glass was free from undecomposed material but showed a few bubbles. Sample was gathered as before, and proved to be very unsatisfactory for working. It was ropery, and showed that there was lack of homogeneity. The color was somewhat darker than No. 2, and when examined in polarized light it showed considerable lamination. Sample was not annealed.

Modulus of rupture, average, 3,160 lbs. per square inch; greatest difference 417 lbs. Deflection—.108—.217—.214. Tensile strength, average, 8,765 lbs. per square inch; greatest difference 481 lbs. Crushing strength, average 78,970 lbs. per square inch; greatest difference, 7,840 lbs.

It will be seen from the above that the melting of glass plays a very important part in producing an article which meets all the requirements necessary to make a first-class product. Much more might be said, but this will suffice to give an idea as to what influence temperature has upon the ultimate properties of the metal.

What the glass industry needs and must have before it can become much more than a school of conjecture, is a Wedgewood or a Schott, assisted by a Society of Research, which shall have a backing and be subsidized by the government, or by every manufacturer in the business.

A more extensive field for investigation cannot be found, nor is there one which embraces material so widely distributed in nature, or which calls for more exacting and positive conditions to produce definite results with as intricate compounds. It is my opinion that in making a piece of glass there are involved many of the highest physical and chemical laws, if not some which we know little or nothing of at the present time.

Let us hope, therefore, that the glass business may soon see the termination of its antiquated modes of procedure, and be put on the same plane with other modern industries, which I feel assured can be greatly facilitated by departing from the present predominant "guess work" principles and introducing co-operation in the ranks of control.

STREAKED IT.

MAGISTRATE—"Was his motor going so very fast?"

POLICEMAN—"Your Honor, it was going so fast that the bulldog on the seat beside him looked like a dachshund."

TIP FOR THE SALESMAN.

MOST people are subject to moods which they control with difficulty or not at all. But the man of moods and explosive temperament, after he has made an exhibition of himself and perhaps gone to the extreme of ill manners and abuse in dealing with a salesman, is, unless he is thoroughly hardened, sure to swing back to the opposite mood, often with a tinge of regret for his unmannerly conduct.

This is the salesman's opportunity. It is to judge his man and quietly but abruptly leave him. Then he should estimate the time for his return.

It is useless to try at once to overcome a man who has lost his temper or happens to be in ill humor, but the politely persistent salesman should keep at his prospective customer until the explosion comes, then quickly make his exit.

After an hour or two, or, better in most instances, the next day, he may return, and then he will probably find the man in a better humor and generally more than ready to make amends.

The salesman who understands this tendency of human nature to react and makes the most of it will be able to land many a customer who would otherwise escape him.

While it may hardly seem honorable purposely to lead a man into such a situation, it is certainly consistent with business ethics to take advantage of the better mood and the almost certain tinge of remorse that follows when a man makes a fool of himself.—*G. H. Putnam, in Metal Worker.*

LAMP MANUFACTURE IN RUSSIA

CONSUL HERNANDO de SOTO, of Riga, Russia, writes the following interesting information concerning the manufacture of lamps there.

The largest lamp manufactory in the Vistula Provinces of Russia is located near Warsaw, and has an annual output valued at about \$515,000. Altogether there are seven important lamp factories, of which six are located in the city of Lodz. These establishments have a stock capital of \$824,000, and employ 1,100 workmen. Eighty per cent of the lamps are classified as "medium ware." The output is marketed through Russia, Central Asia, and the Far East.

Under the German through railway tariff, cast-iron lamp parts pay, from the German frontier, in Eastern Prussia, to Moscow, 14½ cents, and sheet-iron parts over the same distance twenty and one half cents per thirty-six pounds, whereas the rate from Warsaw to Moscow for the same articles under the Russian inland freight tariff is sixty-four cents per thirty-six pounds. The Russian manufacturers are making great efforts to obtain a reduction of these rates.

THE VALUE OF YOUR WINDOWS.

DID you ever stop to consider the heavy proportion of rent your windows cost you? Deduct from your rent the value of the store room, as based upon locality. Deduct also the value of being in an accessible neighborhood, if you are in an accessible district. It doesn't take a moment's reflection to decide that these two items constitute about fifty per cent of the total rent. You may safely figure, then, that you are paying half your rent for your windows. If you think this statement exaggerated, let me put it to you in another form:

Given a store in an accessible shopping district, with say a rent of \$500 a month, take out the windows and show a blank wall to the passers by, with as broad an entrance as you please. Better still, make the entire front space all doors. Would you pay \$250 rent for the store in that condition? I think I have answered the question for you, and that my estimate of the value of the window space is well based.

Now, then, are you obtaining full value from your windows? Are they bringing in the proper results? Are you paying sufficient attention to them? Are you making them sufficiently attractive to bring about the best results?

Do you ever stop to consider the number of persons who pass those windows with merely a glance; the countless hordes who never even look at them?

Work your windows; work them steadily; work them daily if need be—but work them. Change their dress, and that frequently. Change their looks so materially that they cannot be recognized. Keep constantly changing the appearance of the windows so as to make them attract. Don't lose that big percentage of passers-by who, having once become accustomed to your display, never give it a second glance. Make people look forward to seeing your window. Get them to expect changes and don't disappoint them.

How to do it? With display fixtures; with display attributes of every conceivable character; with appliances that bring out the good points of the articles displayed. Bulk in merchandise never attracts. It's the individuality of the article that makes it stand out; therefore a display feature is necessary.

To some men a store is a store and a window a window. These are the men of yesterday. To-day the man who keeps up with the times is the one who takes advantages of every modern device that helps to make his store and window attractive to the customer and provides for himself and his clerks better display facilities and store conveniences.

Proper equipment in the store means economy, for it helps the salesman to wait upon more trade in a given space of time, shortens the time of the customer and allows that prospect (for every visitor to the store is a prospect) to spend more time in the store in quest of purchases.

Our Claim Sustained.



No. 679

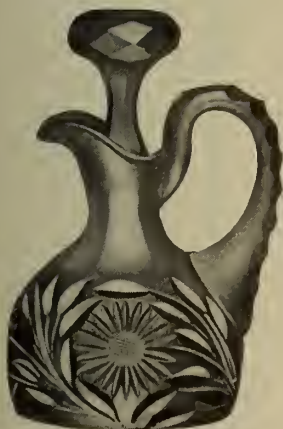
IN the 1909 Christmas Number of this journal our claim that the dealers who would handle "Jewel Cut Glass" during 1910 would find it a big profit-producer has been fully sustained.

OUR LINE FOR 1911

will be better than ever. Quality is never slighted in our production, but prices are so arranged that the goods are sold at very popular figures.



No. 679



No. 237

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Newark, N. J.

C. H. TAYLOR, President.



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New York Salesroom:
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ROCK CRYSTAL AND ENGRAVED vases
and stemware. ETCHED designs of every
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A full display of samples ready January 1st.

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Our hand-made QUEENSWARE appeals to every lover of individuality in decoration and good potting.

Our "Old Rouen" and other DINNERWARE PATTERNS are well worth your notice. Our blue and white JASPER speaks for itself.

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EARLY IN JANUARY IN ALL LINES BY

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ALL MAKERS IN THE FIRST RANK OF ENGLISH PRODUCTIONS

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The Adams Anglo-American Pottery.



BY WILLIAM TURNER, F. S. S.,

Author of "The Ceramics of Swansea and Nantgarw," "The Art of Transfer Printing,"
"William Adams, an Old English Potter," etc.

THE earliest Staffordshire master-potter of whom we have any documentary trace was William Adams, of Burslem, North Staffordshire, England. His will was proved at the Probate Court in the diocese of Lichfield, England—the birthplace, by the way, of the famous Dr. Sam Johnson, of dictionary fame—on the 30th of March, 1617. Burslem was and is within the limits of the extensive diocese of Lichfield.

The Adams family pedigree extends much further back. So far as records go we find an ancestor, named William Adams, who held lands in Tunstall in the reign of Edward I. (*vide* inquisition post mortem on James de Audley 1307). There was also Richard Adams, in 1487, owning coal mines in the neighborhood; and William Adams, whose will was proved at Lichfield, November 6th, 1534, owning the same properties. His son, Nicholas Adams, was on the famous muster roll of Staffordshire 1539, and on the subsidy rolls of 1563. He worked the coal mines and probably potteries, but the first absolutely identified potter of the name was the one noted above in the opening sentences of this article. The next potter of the name on record was Wm. Adams of Sneyd, Burslem, and Bank House, Bagnall, mentioned as one of two Staffordshire potters who, about 1680, discovered the secret of the famous system of glazing by means of salt at the potteries of Staffordshire. There has been much interesting discussion upon this point. Our authority is Dr. Simeon Shaw, who wrote an authoritative "History of the Staffordshire Potteries" in the year 1829. I have had the good fortune, by means of digging upon the site of an old pottery and further "digging" into the literary remains of old writers in the archives of several of our greatest libraries, to cast considerable light upon the subject, and to confirm Shaw's statement to a very large extent.

Since the time of the settlement of the first potter of the name of Adams in Staffordshire, they have formed an unbroken line in that county; and now we have them flourishing in the same kind of business at Tunstall, North Staffordshire, which is within the limit of what is popularly called "The Potteries." *Inter alia*, it is recorded in a church register that John Adams of the Brick House, Burslem, was mar-

ried to Mary Leadbeater in the year 1654. This is interesting because the "Brick House" is admitted to be the site of one of the oldest potteries in Burslem. It was, also, the place where the great Josiah Wedgwood was a tenant for ten years between 1760 and 1773. It was here where Wedgwood was appointed Queen's Potter by the Royal Consort of George III, as a sequence to his improvement in the production of the famous cream ware — afterwards termed Queen's ware.

At the house attached to the factory Wedgwood entertained many distinguished visitors. Bentley joined him there as a partner in his rapidly-growing business. Here, probably, the famous jasper ware was contemplated—that ceramic which first claimed to be modelled after high art in the Greek style by such a celebrated sculptor as Flaxman. Another interesting point is recorded in another church register (Stoke upon-Trent), namely, that Stephen Adams was married to Dorothy Wedgwood in the year 1686; so that these two famous Staffordshire families became then united by a marital tie.

As a potter, however, the most celebrated of the Adams family was William Adams of Greengates (1745-1805). He entered Josiah Wedgwood's factory as a pupil, and became his intimate and attached friend. He left the latter about the year 1780 and built a factory for himself. He produced a jasper very similar to the kind invented by Wedgwood. It was, however, prepared from a different mixture. One of the colors which he invented had a peculiar shade of blue, and to this day it is known by his name. His style of modelling was different. Wedgwood adhered closely to the severity of the Greek school, whereas the jasper of Adams belongs more to the Roman type, being more florid in its character. Of course, in addition to jasper, he produced many other kinds of ware. His transfer-printed earthenware was of a high class, being equal in appearance to old Nankin. He died (1805) just a little before the time when those dark blue transfer plates, platters, dishes, cups and saucers, covered with historic scenes, illustrative of the history of America, were first produced. His cousins, however, the Messrs. W. Adams & Sons of Stoke-on-Trent were

among the pioneers of that cult. They produced a great variety of it. In the year 1821 another William Adams (1798-1865) was sent by his father to the States, where he traveled a great deal, formed many business connections, and social friendships which lasted till he died. He was twice over to America from Liverpool, at which city he principally resided. He had a warehouse depot at that port. It must be remembered that in his time there were no fast steam vessels darting across the Atlantic in a few days, as they do now. The voyage in sailing vessels—not of the best and

said to have been successful in reaching the higher type of the ceramic engraver's art. Of such, perhaps, one of the best kind is that which is called the Columbus series.

The series may be described as follows:

Columbus on board ship, in perspective. Indian and squaw in foreground—arrival view.

Columbus with one other figure and three boats—fleet view.

Columbus and eight other figures (six of them American Indians) and four vessels—fleet view.



FIG. 1. ADAMS PLATTER—"DISCOVERY OF AMERICA."

fleetest type—was anything but enjoyable. There were no railways in the early part of his career, and the means of communication was very different to the splendid service we now enjoy.

Owing to the enterprise of the firm, so far back as the early part of the last century an immense quantity of the Adams wares of various sorts were exported to America. Roughly speaking, they consisted of earthenware dishes, platters, plates, cups, saucers, jugs and all the paraphernalia required for dinner, desert, breakfast, tea and supper services. Historical English and American scenes, places of beauty and interest were engraved thereon. Some of them may be

Columbus and horse, four tents, and two Indians—camp view.

Columbus, three Europeans, three Indians and two tents—pavilion view.

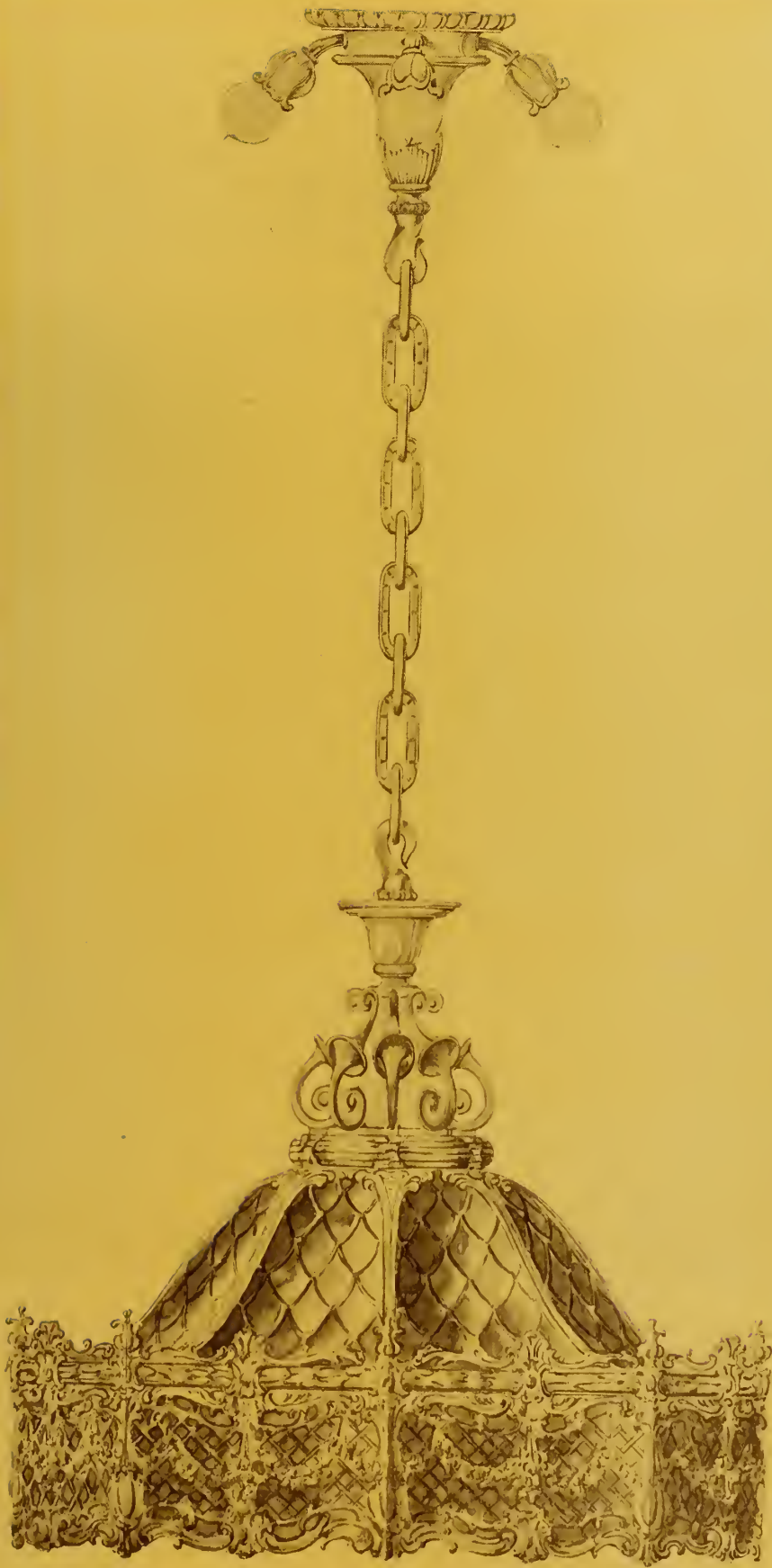
Columbus and attendant, five Indians and cavalymen—parade view.

Columbus and dogs and Indian tents and boats—hunting view.

Columbus shooting wild fowl—Indians seated—sporting view.

Columbus and Marching column—Indians up a tree—landing view.

The plates are colored in red, green, black, purple,



Electrolier

At Edward Miller & Co.'s

etc. The borders are decorated with roses and medallions filled in with views of genre subjects, etc.

The body consisted of fine white earthenware, decorated with line engravings from copper plates, and transferred to the ware. The designs are original—some by English and others by American artists. Without claiming them to be the highest art, they certainly are done in a superior style. Some critics do not associate engraving with high art. Nevertheless, such line engravers as Bartolozzi, Hancock and Woollett in the eighteenth century, and W. Miller,

graver to William Adams of Greengates. His designs were very much admired in his time. They were original and artistic. According to Dr Shaw ("History of Staffordshire Potteries"), Brooke introduced a new method of printing in blue underglaze, a rich border being used for dinner and tea services. Every plate had a different landscape or group of flowers. A very fine specimen of his work is reproduced in "William Adams, an Old English Potter" (1904), published by Chapman & Hall, London, and the Ceramic Studio Co., Syracuse, N. Y. Many engravers were



FIG. 2. PLATE WITH VIEW OF CATSKILL MOUNTAIN HOUSE.

E Goodall and others of the nineteenth, were real artists. Ruskin claims them as such only limited by the resources of their metals—copper or steel. He says there are three divisions of art—engraving, draughting and painting. Of the former, he alleges, we have two unsurpassable examples—Miller's Grand Canal at Venice, and Goodall's Fall of the Trees; and that these men might have been exquisite painters if they had not been held captive by their own art of engraving.

But, as Hamerton points out, if an engraver can really get at the "soul of the copper," and is a genius, he can go far. Such a one was William Brooke, en-

employed on the copper plate for transfer work in the Potteries who attained to eminence. There were other modest souls who did good work who remained, and still remain, unknown to fame. In that respect they were like the Roman imitators of the Greek masters of sculpture, some two thousand years ago, who were slavish admirers of the Grecian art and reproduced it well with a mannerism of their own; but who were content to imitate and die without seeking for a niche in the temple of fame.

In addition to the Columbus views, the Adams firm produced many other scenes of typical events, historical places and persons connected with the great

Continent of the West. Some of them were decorated (in transfer-printing) as follows: Harper's Ferry; Montevideo, Conn.; Catskill Mountain House; Falls of Niagara, New York; Shannondale Springs; Headwaters of the Juniata; Schenectady on the Mohawk; Fort Niagara; Conway, N. H., etc

The colors were in green, black and pink. The border was illustrated by roses in baskets. The mark was a cornucopia and the American eagle.

It should be noted that the Staffordshire potters



FIG. 3. FINE STONEWARE JUG.

of the early nineteenth century adopted distinct designs for the borders of their transfer-printed wares by which one can, in most cases, distinguish a particular factory, if not otherwise marked. Some of them had more of such border designs than others. The Adams firm had several. Another one was foliage merely in dark blue tint. A specimen of that kind was a warehouse (*en cavetto*) in Chatham Street, Boston, Mass., belonging to the Messrs. Mitchell and Freeman, china and glass merchants. They were the Boston agents of the Adams firm in the nineteen-twenties. The dark blue wares, with the various American views, are most esteemed and have, in collecting circles, run up to considerable figures, from one to two hundred dollars per piece. The reason, probably, is that they are older and scarcer. The underglaze blue printed ware was a great desideratum, because it was, practically, imperishable. It was first accomplished at Worcester, England, about a century and a half ago. Being upon porcelain, and for other reasons of a technical nature, it did not become a vogue. But, in 1780, Thomas Turner, of Caughley, Salop, England, succeeded with earthenware. He had learned ceramic engraving at Worcester and built a factory of his own. He designed the famous old willow pattern, in blue underglaze, and it soon became quite the rage. The Staffordshire potters, including

Adams, soon followed in the same line. In a few subsequent years Enoch Wood introduced the very deep, dark, blue style, with the American subjects of ornamentation. Adams and others followed close upon his heels and the ceramic markets of the States were soon flooded with these wares, which became extremely popular. At that time no other color but blue had been found possible as an underglaze. However, about the year 1826, two colormen at Burslem succeeded with various colors as an underglaze. But, as a matter of fact, it is strange to say, a pure red has never been discovered and produced up to the present time. After 1826 the fashion was changed, and such wares as the Columbus colored designs were very freely circulated in the American towns and cities. It is evident, therefore, that collectors of these interesting pieces can draw a clear line between the blue and the varied colored printing so far as the lapse of time is concerned.

As many "fakes" are circulated nowadays, owing to the rise in prices of these old wares, the collectors of them must be very wary as to historical and technical proofs forthcoming. In this connection, it should be borne in mind that the most of the Adams blue ware came from the old factories at Stoke-upon-Trent and Tunstall. The colored kinds of varied hues were produced at the Tunstall factory from 1827 to the present day.



BUSINESS CARD OF WILLIAM ADAMS.

The illustrations may be described shortly as follows:

Fig. 1. Columbus platter, transfer print, of Parade view. Columbus, attendant and cavalry, and six American Indians—also, trees and foliage in cavetto. Border: deer, elk and moose, in reserves, as the fauna of the U. S. A. Made about 1830 in colors. Size: 18½ in. by 14¾ in. Mark: Adams—impressed. (An excellent bit of ceramic engraving). In the collection at the Field Columbian Museum, Chicago, Ill.

Fig. 2. Plate, transfer printed ware, pink, with a view of Catskill Mountain House, U. S. 9 in. diameter. Marks (printed and impressed) Eagle with

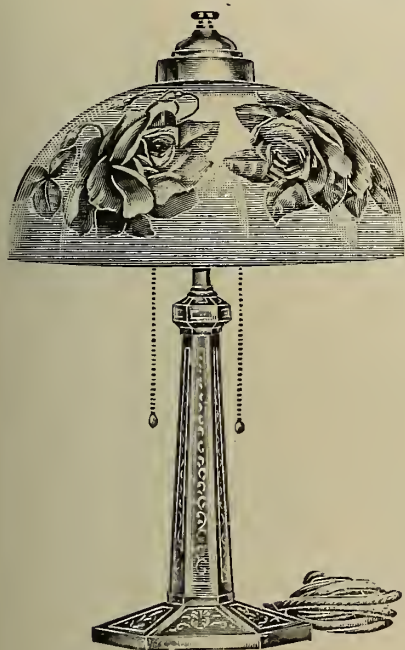
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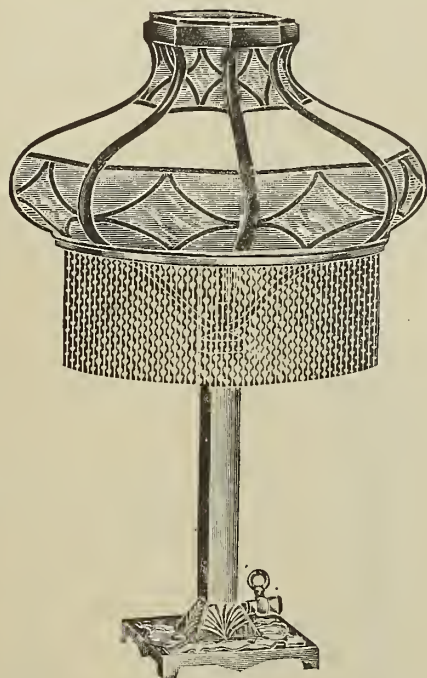
— AND —

PROFIT-MAKERS.



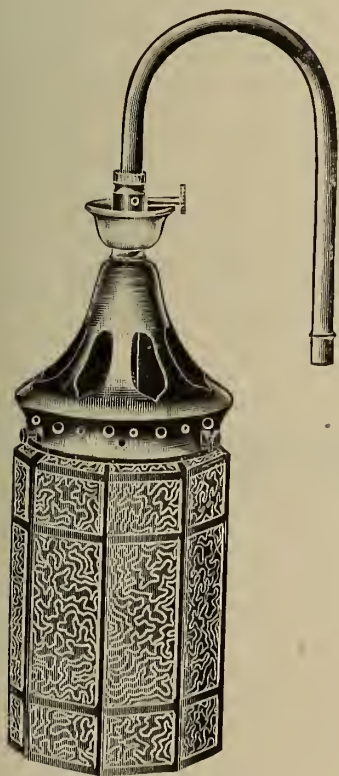
S-No. 890 ½-B.

14-inch Dome, two-light Special Reading Portable.



S-No. 852.

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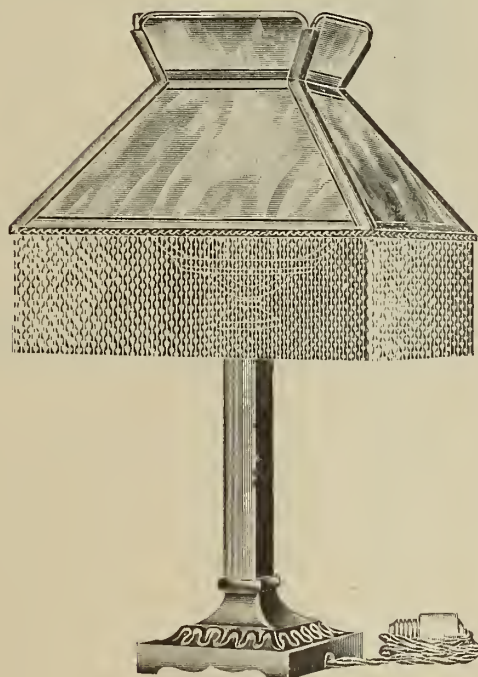
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This burner is fitted, complete, with Coral Iced Glassware. Gives a brilliant effect.



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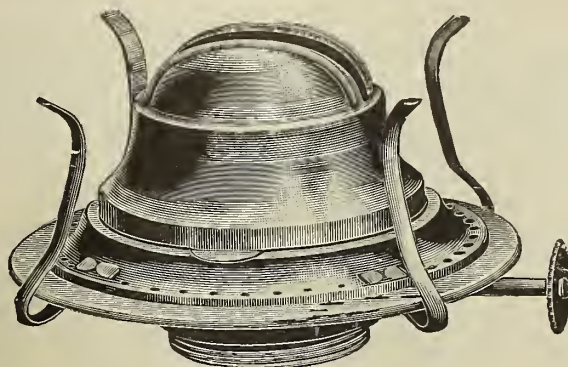
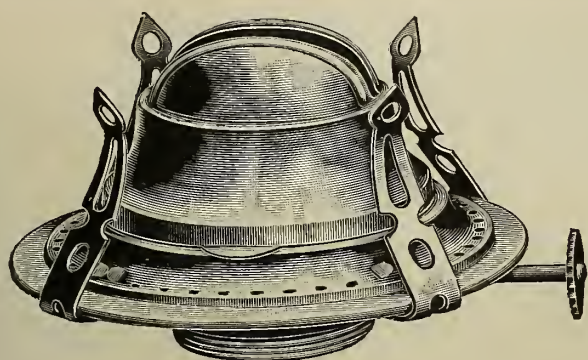
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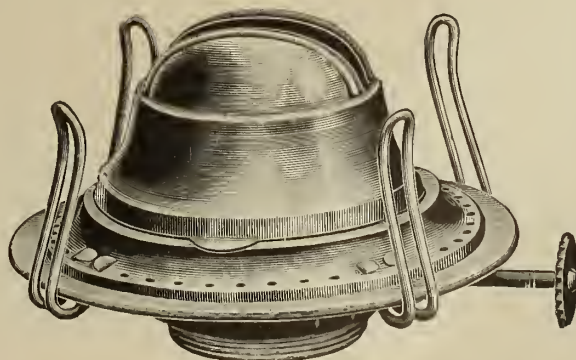
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The Adams Anglo-American Pottery.

Continued from page 54.

Cornucopia and Adams. Border: Roses and scrolls. In the collection at Field Columbian Museum, Chicago.

Fig. 3. Jug of fine stoneware. Height $8\frac{1}{2}$ in. Impressed mark under the base, Adams. Decorated with figures in relief of Roman Warrior, etc. Design is peculiar to Wm. Adams of Greengates (1745-1805). So is the handle. Beaded base. Brown-glazed band on the neck and grass border on shoulder. In the collection of Dr. Sidebotham, Bowdon, Cheshire, England.

Fig. 4. Plaque of blue surface jasper, 18 in. by 9 in. Impressed mark, W. Adams & Co. Cameo

Mark: Adams, and "Warranted Staffordshire." In collection of Jas. and Mrs. Neal, Easton, Pa.

There exist specimens of transfer printing by Adams engraved "after the masters," such as Landseer and Claude Lorraine. These, also, are interesting to every student of ceramic art, no matter to what nationality he belongs.

I turn now to the more artistic aspect of the Adams productions—that is, the jasper, basaltes (Egyptian black ware) and the fine stoneware, made by William Adams of Greengates (1745-1805); and by his son, Benjamin Adams, until the factory was closed in 1820.

Outside the porcelain division of ceramic art in England, it is usually allowed that the culmination of the potter's art in that country took place in the latter half of the eighteenth century. The faience of the Continent of Europe, including, of



FIG. 4. ADAMS PLAQUE.

decoration in white jasper in high relief of Diana resting after the chase, and a dog. In collection of Lord Tweedmouth, First Lord of the Admiralty, England.

Fig. 5.—Crocus Vase in solid blue jasper, 12 inches in height. Cameo decoration in white of the interlacing circle border and other borders. The square base has medallions containing female figure. Beautifully modeled birds have wreaths hanging from their beaks which also help to decorate the square pedestal base. From the Nottingham Castle Museum, England.

The above piece has had the mark erased for some reason. Probably to pass it off as Old Wedgwood, which, at one time, was a better known ware, although of much the same quality, as explained in the text. This piece is, however, an undoubted piece of Adams jasper ware and very valuable.

Quart jug, transfer printed ware in blue, with the Arms of the United States printed thereon.

course, the famous delft ware of Holland, had, up to the first half of that century, held a triumphant course. Then the red ware made by Elers Brothers of Burslem, next the Staffordshire salt glaze stoneware, the white earthenware of Astbury and his contemporaries, the "English Majolica" of the Whieldon type, the cream ware of Wedgwood and the fine stoneware of John Turner and Wm. Adams completely turned the tables upon the Continental potters. The crowning feat of all was the invention of jasper ware by Wedgwood, decorated in the best style of Greek art by famous modelers like Flaxman.

What is jasper? It is a porcellanous body formed of certain chemical constituents, supposed to be an imitation of the natural production. But the elements of both do not coincide, and there is a variation of mixture between that of Wedgwood, Adams, and Turner—all three of whom were very intimate friends.

Wedgwood brought out his invention about 1775-6.

Adams was with him then as a pupil and remained till 1780 at Etruria—the new Wedgwood factory. The last piece of jasper made with the assistance of Adams before he left Etruria is mentioned by Miss Meteyard—Wedgwood's principal biographer—as one of extraordinary beauty in color, due to a discovery made by Adams. It was a blue tint of a violet shade and is to this day known in the trade as the "Adams blue."

Adams started his own factory at Burslem about 1780, and, in 1787, removed to Greengates (Tunstall). He was an artist in modeling, an educated chemist and a master-potter, thoroughly equipped for a business which he pursued with zeal till he died. As a modeler he is known to have designed a number of classical forms for relief work upon jasper bodies. Another modeler whom he employed was a Swiss artist of rare ability—named Joseph Monglott.

One of the borders used is called the interlacing circlet. It was much used by him and was a very simple and effective decoration. It may be said to be a characteristic, and, therefore, a help to the collector in identifying these beautiful wares. What has mitigated against their acquirement, to some extent, is the fact that, when the Wedgwood cult was at its height, the mark (Adams) was often erased by designing people and passed off as Old Wedgwood. Nowadays, and, indeed, for many years past, there have been a number of collectors desirous of having an Adams collection, especially that of the jasper section. Earl Spencer, Lord Tweedmouth, and others, in England, have specimens in their collections. In America there are The Boston Museum, Mrs. Garret R. Pier, New York; The Memorial Hall, Philadelphia; Gordon Trumbull, and many others.

A much admired plaque of jasper represents Diana—bow in hand, and a dog in front of her. It is very nicely undercut. It has been much praised by eminent writers on ceramics—*e. g.*, the late Mr. Chaffers. He gave it a place in his book entitled "The Ceramic Gallery," and it figures in the latest addition (1907) published by Scribner, New York, and Gibbings of London. Some thirty years ago this plaque changed hands at a public auction room, and realized £171. A photograph of this interesting piece is reproduced in Fig. 4.

The black basaltes ware produced by Adams was also of very fine character, beautifully modeled; and the raised ornamentation was artistically undercut. It has probably never been surpassed. The same may be said of his Fine Stoneware. The jugs, mugs, goblets and wine coolers, made from it, adorn many private and public collections. The applied figures in low relief are mostly of hunting scenes and old English sports, of original design; and they were very popular. Sometimes they were mounted with old silver or Sheffield plate.

In conclusion it may be asserted, without fear of contradiction, that William Adams of Greengates was one of those old English master-potters of the eighteenth century whose name will live long as one

of the chieftest ceramic agents in making British pottery famous throughout the world.

HE CLINCHED THE "SPIKED" ORDER.

FEW people think seriously of taking up arms to win back Alsace, but the warfare of wit and words which France has always waged in order to prove that the Alsations are naturally part of the French nation never ceases. The results are generally some compensation for the defeat of 1870, for there is no nimbler wit than the Frenchman's. The latest victory of this kind was one at Dijon, France. A friend who has just returned from the Burgundian capital says that he was very much surprised to find in almost every hotel and restaurant the same kind of mustard pot—a porcelain pig with a spiked helmet on its head.

In France spiked helmets are always connected with the German army; therefore, the mustard pot seemed all the more remarkable. After some inquiries the origin of the curiosity was discovered.

Some time ago a German commercial traveler called on the owner of the chief china store of the town and laid out on the counter a wonderful array of mustard pots, some serviceable and nothing more, some ugly, some picturesque, and some even works of art. But the shopkeeper did not feel inclined to buy. He said so once, twice, even three times, but the stolid German was still convinced that his persistence would win an order.

At last the shopkeeper thought he would try other methods. One of the mustard pots represented a handsome Westphalian pig worked in glazed earthenware. Taking it up, the Frenchman said with a smile: "This would be all very well if only you would put a spiked helmet on it." The effect of his remark was intended as a slight on the German army, but the traveler was delighted with what he thought was a concession to his obstinacy.

"A spiked helmet? Very well. How many will you order if I have this model made?"

"Fifteen thousand for a first order," said the shopkeeper.

"Very well; you shall have them," said the traveler, and the 15,000 pigs with helmets arrived at Dijon some time later. They were sold with astonishing rapidity, and a second order was soon placed.

A few days ago, however, some German tourists remarked on what they felt was a deliberate insult to the German army, and the German embassy in Paris was communicated with. An attache was sent down to Dijon to inquire. He found several of the famous mustard pots, and then discovered the shopkeeper. He was asking for explanations when the shopkeeper turned one of the mustard pots upside down and showed on the bottom the words "made in Germany."

The mustard pots are no longer in danger of becoming the subject of a diplomatic incident.



Fig. 5. Crocus Vase (Adams).

See page 63.



The Strawberry as a Decorative Motif.

WHETHER it was the brightness of the berry or the aristocratic significance of the leaf, British potters of the eighteenth century had a great liking for the strawberry vine. They used it on early common stoneware and later with conspicuous success on fine china. At Bristol it particularly flourished, and it is the Bristol variety that is known best in this country. We find the strawberry on tea sets and occasionally on plates and platters, vivid as to color and often uncertain as to drawing, but always quaint and interesting. Some of the tea services are decorated with large detached fruit; others show a smaller berry and a more vine-like treatment. A red edge is usually seen with both schemes and is a very characteristic feature of Bristol ware, being seen on many of the pieces from that pottery found in America. This Bristol, it hardly need be said, is crockery, not china, although quite a superior grade. A similar pattern was also used on Bristol china, and this ware ranks among the finest achievements of its kind. The entire history of the Bristol works is extremely interesting and forms a different tale from that of other English potteries. Hard paste was made there—the only hard paste made in England, with the exception of the small output at Plymouth. Lowestoft is counted out in this reckoning, as most china authorities now agree that the hard so-called Lowestoft is of oriental origin. If this be so, great credit is due the Bristol workers, for they were able under decidedly adverse conditions to work out problems which English potters as a whole were unable to do.

A china factory was established in Bristol by Richard Champion, who in 1773 purchased the patent rights of his cousin, William Cookworthy, of Plymouth, but it is evident that prior to this date attempts had been made by Champion to make porcelain, with varied success. In 1765 Mr. Caleb Lloyd, of South Carolina, relates Mrs. Willoughby Hodgson, sent a box of kaolin or china clay to Lord Hyndford, who was a relative of Champion, and with this clay experiments were made. There has been some controversy as to the exact date when the potter began to make china at Bristol, and it is supposed that Cook-

worthy at first tried to establish a factory there, as on March 22, 1770, an advertisement appeared in the Worcester Journal: "Chinaware painters wanted for the Plymouth newly invented manufactory. A number of sober, ingenious artists, capable of painting on enamel or blue, may hear of constant employment by sending their proposals to Thomas Frank in Castle Street, Bristol."

Champion had invested a large sum of money in the patent, and with a view to recouping himself he petitioned Parliament for the extension of the monopoly, says Mrs. Hodgson. In this he was materially assisted by Edmund Burke, and after a long and fierce struggle, in which Wedgwood was his most bitter and powerful opponent, he gained the day, but the expense and loss of time involved had so crippled his resources that the works were closed and the patent rights sold to a company of Staffordshire potters in 1781.

The Bristol paste is milk-white in color and very vitreous; but, owing to the large proportion of silica and the small quantity of alkalis used in its composition, it is extraordinarily hard. The glaze on fine pieces is very faint and thin; on commoner productions it has a bluish tint, and is also hard.

The chief characteristics are the spiral ridges, best seen in the reflected light, which are to be found more or less in all the china made at Bristol, and which look as if in turning the piece on the wheel irregularities of the lathe were left. Small black spots in the glaze are also often seen, especially on the bottom of plates, bowls, and cups.

Dishes and larger pieces belonging to services were usually supported underneath not only by the ring on which to stand but also inside this by an extra support made in the paste—like a large raised pot hook reaching from side to side of the ring, a device peculiar to Bristol.

Early pieces were decorated in under-glaze blue in Chinese style, but the best-known design used at Bristol was that of looped-up wreaths of green laurel leaves. Many services were decorated with detached bouquets of flowers, small sprays and single leaves

and flowers, and particularly on heavier pieces, the strawberry scattered over the surface.

A specialty of the Bristol factory was the biscuit plaques, remarkable for their finish and design. These plaques took several forms and shapes. In the British Museum may be seen two oval ones containing busts of Benjamin Franklin and George Washington.

One reason for the removal of the Plymouth works to Bristol, which took place in 1770, has been given in a letter. "The difficulty found in proportioning properly the materials so as to give exactly the necessary degree of vitrification and no more, and other niceties with regard to the manipulation, discouraged us from proceeding in this concern, after we had procured a patent for the use of our materials, and expended on it between two or three thousand pounds. We sold our interest to Mr. Champion of Bristol."

Cookworthy appears to have continued to manufacture porcelain at Castle Green, Bristol, in connection with Richard Champion, until the end of 1773, when Champion finally purchased all interest in the Plymouth patent. After having retired from the business William Cookworthy devoted his remaining years to the ministry in the Society of Friends, to which he belonged.

Like Bristol china, one of the characteristics of Plymouth porcelain is the spiral ridges. The paste is hard, and the glaze gives the piece a charming bright appearance, resembling polished ivory, but it is milk-white instead of cream color. Sometimes the glaze was very thickly applied, and has a smoky, dirty appearance, as if, during the process of firing, it had become discolored. It is very necessary to bear in mind these peculiarities of the Plymouth glaze—namely, what might be termed the polish of the glaze and the smoky appearance sometimes met with, as these are the chief differences which can be pointed out between Plymouth and Bristol china. The decorations are often much alike. Most of the Bristol in America is unmarked. A cross is one of the marks used and the astronomical sign for Jupiter is also found.

Wedgwood undoubtedly gave the strawberry motif its greatest distinction, one of his well-known Queen's ware patterns being charmingly decorated with it. The ground is the agreeable cream color found in old Queen's pieces, and the vine which is in the nature of a narrow border is conventionalized in a most attractive manner. The color of the leaves is a soft olive-green and the berries are less brilliant

than those found on Bristol. The vine follows the edge of the pieces and is the only decoration, the body of the china being entirely unadorned; but the beautiful ivory tone of the paste is itself a decoration.

The Wedgwood strawberry proved a great favorite and was also popular over here, and it is found with greater frequency than most Queen's ware patterns. A few years ago this pattern was revived at the Wedgwood works and may now be purchased at the largest china shops. It is a very satisfactory thing for actual use, and as it may be secured in dinner sets it makes a decided appeal to the housekeeper who wishes something out of the ordinary, yet likes conservative things on her table. In general style it is in the same interesting class as old white and gold-banded china, and in some ways is more desirable.

It may be used with other china if care is taken in the combining, while white and gold looks best by itself; consequently many pieces are necessary in order to set a table.

Much of modern white and gold is unpleasantly cold, the white being of a slight bluish cast. This is not the best grade. The English ware of the best type, whether old or new, has a creamy background, not so deep as Queen's ware, but far more so than most French white-and-gold, which is the usual ware of the shops. Fine English white and gold sells sometimes as high as four dollars a dinner plate. Real gold is used in the borders, and the pieces last for generations. The strawberry Queen's ware is not so expensive, but is more costly than the usual white and gold imported from France.

The strawberry pattern is occasionally found on old Crown Derby and on Davenport, the latter usually showing a deep blue border—a colorful combination, but well executed and extremely effective. If one were to collect the strawberry pattern alone quite a variety of pieces could be gathered together. One or two such pieces would add undoubted interest to any miscellaneous collection, and to that end an old Bristol tea pot and a Wedgwood plate or platter are recommended. It is possible to buy complete tea services in strawberry Bristol, even to the tea cups, but such sets are expensive and must be hunted. One hundred dollars will purchase a tea pot, sugar bowl, creamer, bowl and six cups and saucers, and when the extreme decorative quality of the pieces is taken into consideration, to say nothing of the actual utility, the sum is not excessive. Certainly such a service on an old mahogany table is a sight to please both lovers of tea and old china.—*House Beautiful*.



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There may be other candies besides Sweets;
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Artistic Colored Glazes on Tiles.

THE portrait below is a good likeness of Charles P. Lawshe, general manager and ceramist with the Trent Tile Co., Trenton, N. J. Mr. Lawshe has earned for himself the sobriquet of "ceramic wizard" as a result of his numerous wonderful productions in the field of glaze making and clay working. He has been actively engaged in this work for the past eighteen years; all of this time with the Trent Tile Co. This company's glazed tiles are well known to the trade all over Europe as well as in the United States, their most successful glazes being known as "Della Robbia," matt, craquele and crystal.

In a recent interview Mr. Lawshe made some interesting statements in regard to tiles and the tile business. Among other things he said: "The efforts of the ceramist in this country are not always appreciated by the customer. This condition is the result of our lack of education along artistic lines."

A great many of the glazes produced every day by Mr. Lawshe and sent out to the trade on tiles are real art gems, and if the same were placed on vases and faience and offered to the public at a sale of art pottery they would doubtless bring fabulous prices.

The New York "Sun," in describing the auction sale of Chinese porcelains owned by the late Henry

Graves, and recently sold under the hammer at the American Art Galleries, said:

"Admirers of Chinese porcelains parted with \$102,992.50 at the American Art Galleries yesterday afternoon, at the last session of the auction of the collection made by the late Henry Graves of Orange, N. J. Altogether, Mr. Graves's porcelains brought \$161,195, so his collection as a whole realized \$394,445.

"It would be interesting as well as instructive if the figures of Mr. Graves's purchases were available for the public, to print them just now and show the value of an excellent investment in art, for most of Mr. Graves's collection was acquired years ago, and the market has wonderfully appreciated in recent years. Comparisons as to these sales are getting to be more dangerous than prophecies, but it would be difficult for any careful observer of experience to point out the sale of porcelains in a New York auction room that could equal that just closed, although New York is used to successes.

"No collection has presented so many peachblooms, and the thirty-five examples of this glaze sold yesterday brought \$26,605, or an average of above \$750

each. Peachblooms in their finest quality do not often come upon the market, and what the prices would have been yesterday had only a few pieces been available is a matter for interesting conjecture.



Charles P. Lawshe

' Mrs. Potter Palmer took the first peachbloom offered, a rouge box, which had been started at a \$100 bid, at \$300, and the peachblossoms immediately began to climb. Mrs. Palmer took three of them, a writer's water dish at \$470, and a rarely handsome ovoid vase, with trumpet neck, at \$4,100, the highest of the peachbloom prices.

" Miss Dorothy Whitney was another who was after this particular glaze, and she captured the exquisite amphora, No. 566, for \$3,000. Besides this she bought a rouge box and a water dish for \$450 and \$460 respectively, and another water dish a shade larger (having a diameter of 5 inches) for \$950. Thomas B. Clark paid \$700 for an amphora. Mrs. J. B. Trevor took no less than seven of the peachblossoms, among them a water dish at \$525, and two other water dishes at \$510 each.

"A superb peachbloom amphora which had been badly broken and restored went to a collector for \$1,050, and gorgeously mottled writer's dish fell to Duveen at \$3,600. This dish has a diameter of $5\frac{1}{2}$ inches. Mrs. Palmer's vase has a height of $8\frac{1}{4}$ inches.

"When the auctioneer came to the sang-de-bœuf (crimson glazed) pieces, everybody was ready for him at the moment the great vase called 'The Flame' was put up. It is of K'ang-hsi manufacture, of great beauty, and stands $17\frac{1}{4}$ inches high. Somebody offered as a starter \$2,000, which at once jumped to \$3,000, and then to \$3,500. After \$4,000 had been called the fight really picked up and became rather stiff, the bids coming with a little prudent reluctance, but strong and emphatic. The vase fell to a New York collector, whose name was not made known, for \$8,550.

"J. W. Ellsworth took a graceful oviform vase in sang-de-bœuf at \$6,000. The next piece of the Lang-yao on the catalogue, a bottle, went to Mrs. Trevor for \$2,025. A rarely beautiful vase in yellow glaze was bought by Duveen for \$575. R. H. Halstead paid \$1,000 for a mirror black club shaped vase. Edward Cahill bought a fascinating vase in a pistache green glaze for \$2,300. A clair-de-lune glazed vase went to an anonymous collector for \$1,625."

Mr. Lawshe said that several of the tile factories in this country are now producing glazes that would compare favorably, both as to color and texture, with any sold at the Graves auction; yet the owner and builder of a residence seldom has any knowledge of the artistic value of the glazed tiles used to decorate his or her home.

This condition may possibly be attributed to the lack of knowledge of things ceramic on the part of many salesmen in the employ of tile dealers and contractors. Why a man selling tiles permits himself to remain in ignorance of how the product is manufactured, as well as its historical usage, is hard to understand, as in this country every city of 50,000 inhabitants and over has a free library where books and magazines devoted to the ceramic art can be had for

the mere asking, and from these, by a little study and application, and perhaps the burning of some "midnight oil," one can get a very good idea of the decorative value as well as the time and labor necessary to produce the wonderful colored glazed tiles now being offered to the American home builder.

A great many of us have heard the story of the lady who went into a wall-paper store to buy some wall-paper. During her conversation with the young man clerk she asked him how wall-paper was made. He replied, "Why, by machinery, of course" Luminous thought! Six dollars a week was too much salary for that young man. The making of wall-paper is as interesting as a fairy story. The facts and history of every business are entertainment, par excellence, if they be considered as entertainment and not as labor.

The other day a wagon-maker showed a rack swung from his ceiling where the air was driest. He said: "That stuff has been seasoning for eight years that I know of, and I don't know how long before. Some makers use kiln-dried stuff, but kiln-drying takes the life out of it." He told many other things—all entertaining, all instructive—all good "talking points" for a salesman to know.

Does the grocery clerk, who scoops out a pound of coffee, know or care where it comes from, how it was roasted, or what makes it good, bad or indifferent? It's a hundred to one he does not—and the one who does is the one who earns and gets promotion—who succeeds. Every item in a grocery stock, a hardware shop, or a clothing store, has a story of vital interests, and a knowledge of that story will help a young man to succeed.

What is said about the wall-paper salesman is often too true of the tile salesman—he is long on baseball, but short on his knowledge of tiles and their application.

Mr. Lawshe is very sanguine regarding the future of clay tiles, both for walls and floors; he believes the use of tiles in building construction will some day be as common as structural steel is to-day, but says before the "tile age" arrives a lot of the "namby-pamby" notions regarding good and bad tiles and tile work will have to be abandoned by the architect and builder.

Tile as a building material, both historically and logically, is more or less a rough product. In the days when tiles were made entirely by hand they were crude in shape and texture, and often bore the mark of the craftsman's hand; nevertheless, the tile walls and floors of ancient times were beautiful and remain so even to the present day. We may never be able to re-establish handicrafts as an industry, for the needs of the world must be supplied in the quickest and most economical way; this, of course, can only be accomplished by the use of machinery. An artistic and durable tile wall or floor can be produced just as well with machine-made tiles as with those made by hand, but the tiles must be used just as they come



Baccarat Goblet,
Gold and Enamel Decorated.

At A. Gredelue's.

from the tilewright's kiln, no attention whatever being paid to the difference in color or glaze texture: the nipped and slightly crooked all being used. This applies to white glazed wall tile for bathroom work, as well as colored glazes for wainscotings in cafes, hotel lobbies, depots, vestibules, etc. It goes without saying that the tiles should be fairly well sized, so as to expedite their setting on the wall or floor, thereby reducing the cost of labor per square foot. Aside from the question of sizing, all the tiles now considered as "defective" should be used; as it stands to-day these so-called "defective" tiles are thrown out on the rubbish heap, which is nothing more nor less than a willful waste of time, labor and material.

Mr. Lawshe believes that the irrational standard of quality in shade and size that has prevailed and is still being contended with, which has been created and fostered by tile manufacturers, has greatly retarded the use of tile and prevented the growth of the industry, for the reason that the insistence of having tiles of one shade and size has caused endless disagreements between the architect, tile contractor and tile manufacturer; but if a rational standard prevailed, and the consumer were advised to use tile just

as they are made, there would be no walls to pull down nor floors to tear up. As a result the tile business would be profitable to all concerned, as well as an occupation or business possessed of more than ordinary pleasures and artistic possibilities.

Mr. Lawshe is now at work perfecting a series of iridescent glazes similar to the famous Tiffany favrile glass, which is undoubtedly one of the greatest achievements in the art of glass making. Of this accomplishment expert judges of glass say: "To Louis C. Tiffany belongs the credit of having made a glass more beautiful than the ancient Venetian glass makers ever hoped to produce." Sample tiles done with these iridescent glazes will soon be submitted to architects and tile contractors.

Mr. Lawshe, the subject of this sketch, is thirty-eight years old, unmarried, and is in the heavyweight class, standing six feet tall, and weighing over two hundred pounds. He has never been a "jiner," belonging to no clubs or organizations, outside of the American Ceramic Society. His whole time and attention are given to his work as a ceramist. He is the only son of A. W. Lawshe, the well-known treasurer of the Trent Tile Co.—*Mantel Tile and Grate Monthly*.

"Jacking Up" a Salesman.

Letter From a Manufacturer to His Son on the Road.

DEAR JIM—I am glad to have your letter and to know that you are well, and also that you expect to land "Old Jones." This latter seems to be quite a habit with every new man I have sent out to cover your territory. They all "expect" to land him, but since I started this business I have never had the pleasure of seeing an order with his signature. However, I don't want you to take this as a reflection on your abilities.

The way to get business is to always expect it. The man who approaches a prospect under the impression that he is not going to sell him will rarely be disappointed. Old Jones will tell you that our prices are inclined to have a fondness for clinging to the moon, and he will show you some goods that he bought at next to nothing. Let him progress with his argument, and examine some of the goods he shows you. If you know the business, as I think you do, I am sure you will find that his domestic stock is principally "seconds" and "thirds." He has a large business, and would be a good customer, but look out for him. He knows fifty-two different ways to disconcert a salesman, and his principal joy is to howl at a "green" man. Keep your wits about you and always have an answer ready. "Billy," the star man

for our principal competitor, roared at him for five minutes steadily and departed with a fair-sized slip full of requirements. Keep this in mind, son.

I am very glad to note that there are four stores in Washington featuring the other fellow's goods. This will help considerably to swell up the firm's balance at the bank. Did you neglect to inclose the sheet in your letter in which you explain why the other goods are being starved, or am I correct in concluding that you simply passed up this unimportant detail?

You say that the Main Street firm would have given you an order if we had the pattern in open stock. When you return to the office, remind me to show you this line carried in open stock. Seems peculiar that you never observed this, as we have been selling the identical pattern for ten years to date. If there is anything carried anywhere "opener" it will be worth the best dinner you ever sat down to when you show it to me.

The "new" style shape made by the Southern concern which you send for inspection is not "new" at all. I made up a sample hundred dozen to order some six years ago for a firm that went out of business before the kilns were cool, and tried every legitimate method

of getting rid of them. It was a positive delight to me to hear that the shelving on which they rested broke and they were smashed to smithereens. Every year or so some pottery dusts off the old moulds and produces the shape. A strange feature about the matter, though, is that the same pottery never does it twice. We have already done it; so I think I have said enough.

Your descriptions of the Capitol City cause me to ponder deeply as to whether you should not have taken up newspaper work instead of salesmanship. You know, son, environment determines to a great extent the mind's receptiveness to certain subjects. When I received your letter I was in the midst of work. Four men were waiting to see me, a stenog-

rapher was busy taking my dictation, and the 'phone was insistently demanding my presence. I saw your letter, fresh from the firing line, and gave it my attention, expecting to find it full of "meaty" facts. Your mother enjoyed the paragraph beginning: "When the magnificent Capitol broke on our vision," etc. I didn't.

Your notations on orders received will be attended to. You are doing good work, which means that I shall expect better right along. Never fall behind a standard. You have set a high one, and it will keep you busy maintaining the pace, or, better still, exceeding it.

Your affectionate

DAD.

How Goods Pass the Customs.



WHEN merchandise arrives from abroad the importer who receives the shipping papers and invoice sends them to the broker for "entry." This means that the broker with the information contained in these papers must draw up the necessary papers and declarations for the Custom House, which must contain in detail "steamer and date of arrival, marks, numbers and description of each and every package, correctly classified contents of the cases, etc., divided to the cent under each paragraph and rate of duty as the tariff provides."

If one considers that invoices are mostly made out in foreign languages, that therein appears the actual selling value of the goods in the currency of the exporting country, showing discounts, commissions allowed, packing charges and what not, he will at once understand that it takes more than ordinary intelligence and a knowledge of tariff law to correctly divide up the items paying a different rate of duty and to bring them down to the actual amount in United States money, on which the collector assesses the duty. If these papers are not made out correctly the collector will throw them out.

After the papers are drawn and declaration is made thereto they are handed in at the Custom House, and if found correct they will in two or three hours be returned to the broker after they have been examined separately by the collector's office and the naval office and duty statement affixed. During all this time the broker or his clerk has been following them around, so that in case of error they could be corrected without loss of time. Meanwhile a bond

has been signed by the broker under which he guarantees for the importer that he will redeliver all cases delivered to the latter from the wharf without examination should the appraiser want them in addition to the cases sent to the Appraiser's stores for examination. In case of warehousing he has signed a bond guaranteeing the payment of duties should the importer neglect to do so within the bonded period of three years. The entry being passed, it is ready for payment of duty, which must be tendered to the cashier of the collector's office after the amount has previously been entered for payment at the naval office. Payment is made in United States currency or certificate of deposit on the United States Sub-Treasury. After the payment has been certified by the cashiers of both the collector's office and naval office, the permit for delivery is signed by the naval officer and the collector, and the dock cases can be sent for. Meanwhile the invoice goes to the appraiser's office, where it awaits the receipt of cases designated for examination, and after that if all is found correct a permit is issued for the delivery of cases so designated and the invoice returned to the Custom House for final liquidation. This is about the modus of passing a duty-paid entry, to which I may add that in its passage up to final liquidation all the papers pass through the hands of at least twenty-five different officials, and that in all the time they are in transit they are never lost sight of by the custom house broker or his clerks. This is only one of the many different kinds of entries which are passed by the brokers all more or less complicated.





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Do you know what we make? You may have seen our travelers' samples; but unless you have been in our showrooms and have gone through the various lines you can have no idea of the extent and variety of our productions.

In stemware alone, the shapes, the styles, the patterns, run all the way from the heavy, richly-cut—through the intermediate weights in light cuttings, stone-engraved, copper-engraved, and etched—to the lightest and most delicate plain table service.

Every buyer owes it to his house to see these lines once at least, and once a year if he comes to New York.

We make many things, and something new and novel is always under way. Why not be the first in your town to show the latest styles—the things your customers will see in New York stores when they shop here?

We would much rather have a visit without a purchase than no visit at all.

C. DORFLINGER & SONS

36 Murray Street, New York.



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— AND —

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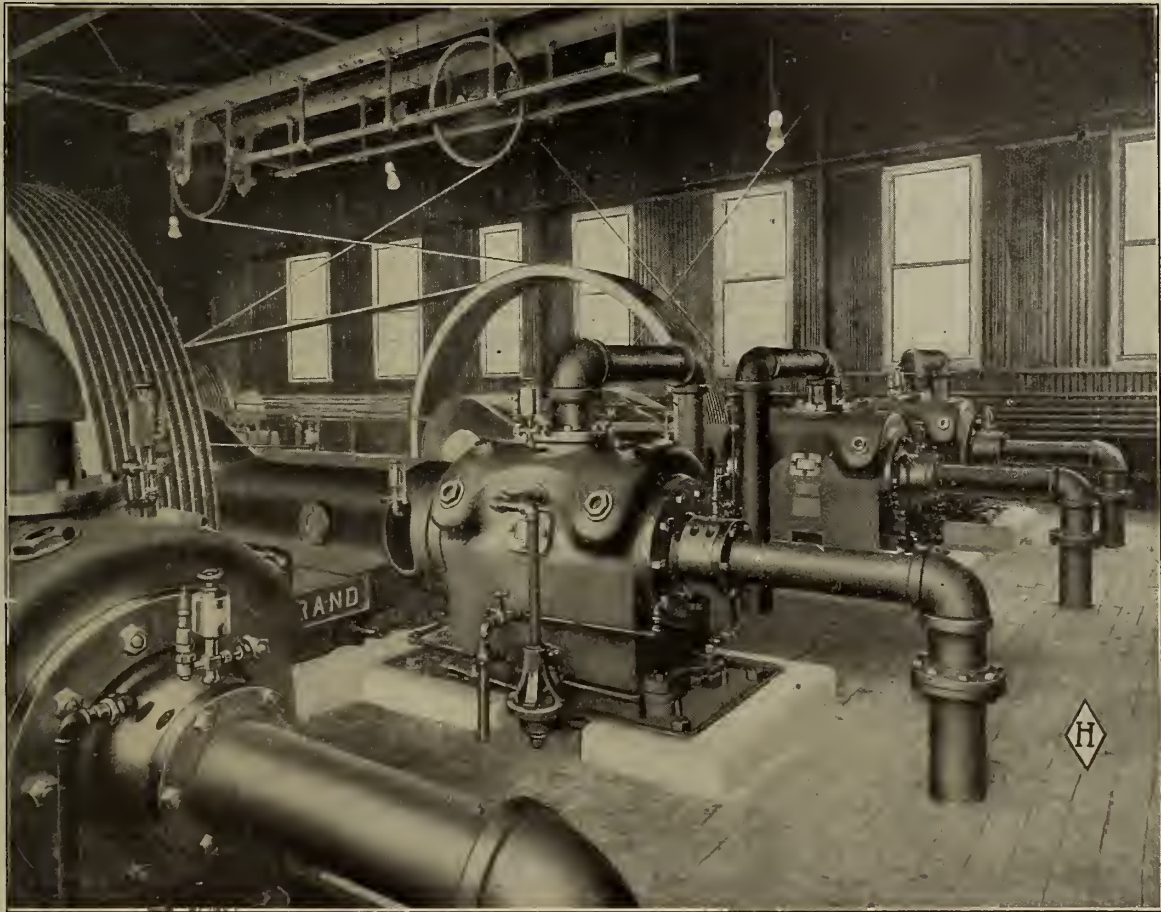
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Factory K—Bar Glassware (pressed).

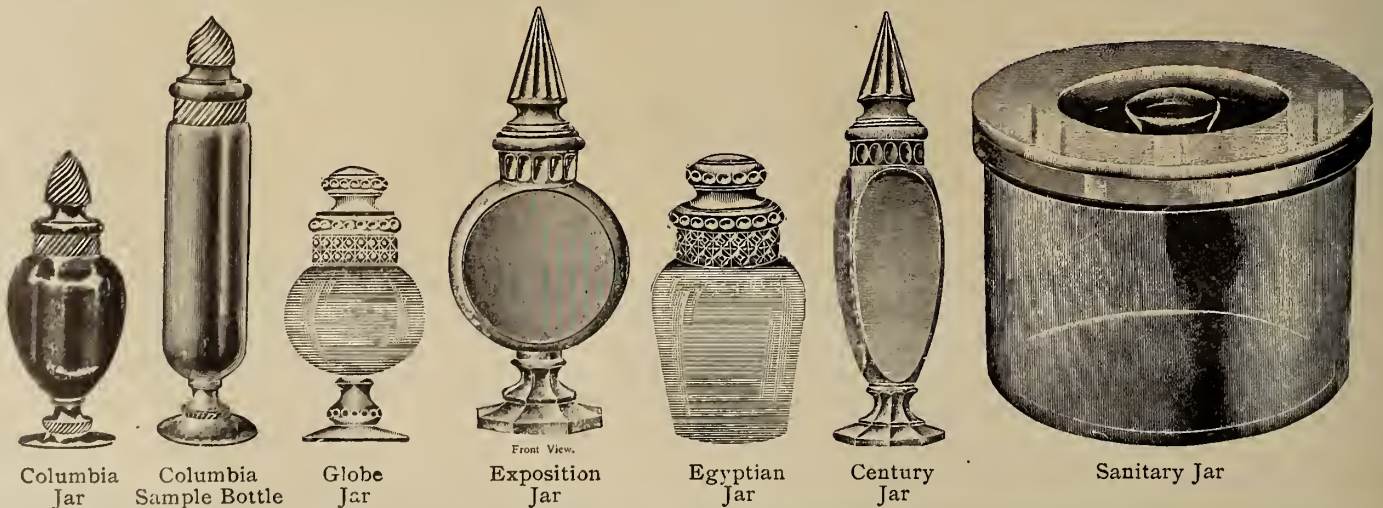
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FACTORY O

is the new plant to be put in operation January 1st. It will have all the latest and up-to-date appliances, and an exceptionally large output. With this factory in operation we will be in better position than ever to give efficient service.



Old English Glass.

AMONG the many hobbies now in vogue, to my mind the most fascinating of them all is that of old English glass, says a writer in "Home Talk." By old English glass I mean the drinking-vessels of the eighteenth century, the table glass in use when Sheridan and Goldsmith, as well as the many beaux of that period, made merry in the old and comfortable hostleries. The American multi-millionaire has not yet, fortunately, been inoculated with the virus of the glass mania; consequently, there is still a large field open to those who delight in collecting what is beautiful, refined and most thoroughly artistic. Collectors of old English glass are not merely benefiting themselves, but their country as well, by preserving what is both artistic and characteristic of English workmanship. Owing to the comparatively short lives of such fragile articles, each year makes it harder for the beginner to form a collection.

To those who contemplate starting a collection, let me tender a word or two of advice which may very materially assist them to avoid the many "fakes" on the market:

1. The ring of the glass must be clear when flicked with the nail, and the color of the metal should neither be too white nor too clear.

2. The foot of the glass must always have the pontil mark—i. e., a rough surface in the center of the bottom; never smooth unless it be a glass with a cut stem.

they should have "a high instep." With these three rules well instilled into their minds, beginners can start their search for old glass.

But oh, beware! You little know the dangers that bestrew your path—the old, inferior Dutch glasses which unscrupulous dealers will endeavor to palm off on you as old English. These glasses have as a rule "air twist" and "white twist" stems, are quite light to the touch, of a straw color, and are valueless from the collector's point of view.

Possibly the most fascinating of all old English glasses are the old tavern glasses, nearly all the heavier ones having either the plain or the air twist stem. Thoroughly English—heavy, solid and capacious—these glasses have for me, I confess, the greatest attraction. Made of the most beautiful metal, resonant as a bell, and with fine, firm feet, they would add to the beauty of any dinner-table. Strange to say, these were the glasses used in the taverns of olden days.

Many of the old tavern glasses contain what is called a "tear" in the stem—that is, an air bubble blown into it. This is not a flaw, but undoubtedly the earliest form of decosation, the air twists being merely extensions of the "tear."

These are beautiful; but, again, beware! The "tear in the genuine old English glass is invariably reversed; in the Dutch glass it is the right way down. The "air twist" stems are of a later date



OLD ENGLISH WINE GLASSES



A GROUP OF FORGERIES



FOUR TYPES OF STEMS—PLAIN, AIR TWIST, WHITE TWIST, CUT

3. The diameter of the foot should be the same as the bowl, and all feet should be conical in shape, not flat; or, as Mr. Percy Bate so well expresses it,

than the plain and possess a brilliance of their own, the plaited twist having almost the appearance of quick silver.

The majority of these old tavern glasses were made in the manufactories formerly to be found in large numbers in and around Bristol; none of these is now existent. The white twist stems—like delicate lacework—were the last form of decoration before the heavier cut stems, and are glasses much sought after. The variety of pattern and the skill with which it was carried out made them a more expensive glass to produce, and so fitted them for the dessert-tables of the upper classes. In the majority of cases they were too fragile for tavern use. Some of these glasses—the ones, indeed, most highly prized—stand on the most beautiful domed feet, like a cardinal's hat, and these may well be considered the aristocracy among glasses.

Collectors must again be on their guard against the many imitations in this type of glass, mostly Dutch. Chief among the characteristics of the imitations are the inferior workmanship, the light weight of the glass and the bluish tint of the white twist, which in the genuine glass is always of the purest milk white. The feet are also very flat, and not of the graceful type one is accustomed to find in the true old English glass.

ACCOMPLISHMENTS OF THE ANCIENTS.

NOT as much as we used to, but occasionally even yet, one hears of some wonder accomplished by the ancients which cannot be done now. Not so many years ago it was quite commonly asserted that modern workmen could not quarry, or, having quarried, could not handle stones as large as the monoliths of Egypt; and the writer has heard a public speaker of note assert that it would be impossible to handle such large stones as were used in the pyramids, or to join them as perfectly as they are joined there; yet, when occasion arose, larger stones than any of these were quarried in Maine, and some of the larger monoliths themselves were transported, not only to the sea, but across it, and erected in England, France, and America; and there are individuals to-day who might, if they chose, cause the transportation to and erection in this country of the largest pyramids, or build new ones ten times larger and more durable. Pyramids are not being generally built nowadays, because they are not in line with the trend of modern ambition, that's all.

It is very doubtful if a "Damascus blade" would stand half as severe usage as a modern band-saw blade, or even as much as the spring of a forty-cent clock; while the ornamentation of those wondrous blades, so far as the mechanical execution is concerned, can be excelled by apprentices and amateurs of to-day.

Of the "lost art" of hardening copper little is heard of late years, though one occasionally hears a wiseling from the wilds wish that he knew how to do it as well as the ancients; and, while it is perhaps re-

grettable that he doesn't, his ignorance is his own fault.

Many arts and devices have been abandoned because new knowledge has made them useless, and time spent in rediscovering them would be worse than wasted. The modern youth had much better spend his time studying the art of his contemporaries than that which is "lost."—*National Glass Budget*.

THE SHORTCOMINGS OF THE AD. WRITER.

THE man who prepares advertising matter is likely to be exacting as to proper presswork and illustrations, but he overlooks the more important matter of writing convincingly and plainly the facts without which the most expensive printed matter carries no more conviction than the cheap circulars of similar goods. In many instances the services of the professional advertisement writer are employed, but commonly his lack of knowledge of the uses of the articles manufactured and his ignorance of the value of the embodiment of various features in their construction leave his phrases to fall as flat before the attention of the desired customer as the productions of those which have preceded him. It is the quality of the selling arguments that largely bring success to a business after merit has been unsuccessful in getting over the top of the hill, and it is essential that a large business shall keep important and interesting facts before the attention of those who are likely buyers. Where the press generally refuses exaggerated claims of superiority, an intelligent description of an equipment and the results attending its use find no difficulty in securing presentation. The business concern which cannot discriminate between the pure and simple "write-up" and is willing to accept it rather than to insist that the thoroughly practical and intelligent description of some achievement be prepared need only reflect upon the difference to realize that it is withstanding a substantial loss every year in not being more careful in not only writing its circulars and catalogues, so as to be more helpful to the practical buyer, but in not keeping the trade press provided with information that will be of attractive interest to the tradesmen which it reaches.

—*Metal Worker*.

WHY HE CRIED,

TOMMY came out of a room in which his father had accidentally knocked over and smashed a vase. He was crying lustily.

"Why, Tommy, what's the matter?" asked his mother.

"P-p-p-papa broke a ornament," sobbed Tommy.

"Well, you needn't cry at a thing like that," comforted the mother. "Why didn't you laugh?"

"I did," sobbed Tommy.



A Grecian Maiden.



The Influence of Personality.



By A. HASHAGEN.

THERE had been a cloud-burst back in the mountains. The Platte, which runs through Denver, was full up to the banks. Such a stream, when sending its angry waters down to the valley in a mad, furious rush, presents a wonderful, inspiring spectacle. We had been watching the river in silence from the bridge which spans it, when "Hold on, there!" "Grab him!" "Don't let him go!" we all shouted at once. And at the same time we sprang upon a small, pale, shabby-looking man who had climbed over the railing of the bridge and was about to leap into the torrent. He fought the four of us. He had all the strength of a desperate man, and it took our combined efforts to overpower him. Then his strength suddenly left him. He was just the little, weak, underfed fellow that he had been before, and was telling us his pitiful story between sobs and tears.

He had been a porter in one of the dry goods houses in Denver. He had married young, and all had gone well until his wife became ill. Then he had fallen into the hands of a loan shark. The leech had garnished his wages one day. The next Saturday the man was out of a job. And things were very dull in Denver just then. He was unable to find work of any kind.

We looked after the poor devil. I knew the manager of his former house, and the thing was soon arranged.

The next day, discussing the man's inability to find employment, Wellington said: "If I were out of work and willing to take anything that offered, I'll bet I could find a couple of jobs before the day is over."

The bet was made, and at one o'clock that afternoon Wellington met us ready for the hunt. The well-to-do merchant had dressed himself as a working-man in a gray sweater and sack coat, and, followed by the party, started on his search for a job.

The first place he entered was a machine shop near the Rio Grande tracks. We stayed outside to wait for him. He was not long in coming out. Nothing doing. He visited four or five other establishments with the same result, and by this time his face was hard. A fine furrow lay between his brows, and his jaw was set. I loved him for it. That was

Western grit. And I love a fighter. I knew this man would win. Two more places were visited, and then things changed. He came out of the C. & S. car-shops with a smiling face. He had landed his first job and won the bet. But he was not satisfied. He kept on, and by night had secured four positions; three as porter and one as watchman.

The other man had spent long, anxious weeks in a vain search for what Wellington had found four times over in as many hours.

And therein lies a great truth.

I once asked a large employer of labor what influenced him mostly when selecting his help from the hundreds of applicants who came to him for positions.

"I am guided by the man's appearance and how he talks," was the prompt reply.

Not "what he says," you will observe, but how he says it.

Both Wellington and the other man had told the same story when seeking work. Even in the same words, perhaps. But it was a vastly different story, nevertheless. The successful man's personality backed up his claims. It was just the opposite with the unsuccessful one.

The unconscious influence which these two men had exerted was the deciding point. It always is.

You meet a man on Murray street whom you know. "How do you do?" he inquires smoothly, and gives you his hand.

You reply shortly, and hurry away as quick as you can. You don't like that man. You don't know why. He is always friendly, always courteous. Just the same, you don't like him. Your intuition sounds a warning.

And here I come to salesmanship.

Much has been written on this subject. There are correspondence schools now which teach all about it. The buyers are tabulated and numbered. You approach a luckless gentleman on page 105, column 2, in a certain specified manner which is described in clear, lucid language.

Then there are bright literary gentlemen who write about "push" and "pluck" and "grit," and also, alas! about "has beens" and other things unpleasant.

On a man who is "out" for the time being this last line of talk will have a most depressing effect.

The men in the glass, pottery and allied lines as a whole form a body of fine, clean-cut fellows. But bad luck may befall the best of them. If you happen to have such a friend, go out of your way to cheer him up. Tell him that there are no better salesmen in the city than he is. Tell him he is the best of all of them. Boost him up! You will be the better for it.

And now a word for yourself. Much advice has been given in printer's ink. One of the most familiar phrases is: "A salesman should be enthusiastic about his goods." No fear about that. In our line many of the men have had their share in getting up the new goods, and they are fully convinced of their merit. But there is no need to talk the buyer off his legs about the choice line. There is a sharp line of division between an enthusiast and a bore. And don't forget that the buyer knows his own business much better than you do, or he would not be where he is.

He may have reached the limit for his purchases. He may have "spent all his money" when you come along. There may be a thousand reasons why he can't buy from you just then. Put yourself in the position of the buyer. Talk and act to him as you would have him treat you if conditions were reversed. He will perhaps tell you in the usual way that he is sorry, etc., but there will be a new note in his regret which you have not heard before, for you have made a friend of him.

KAOLIN IN GLASS-MAKING.

KAOLIN, under various names, such as pipe clay, potters' clay, Cornish stone, etc., has been used for many years past in the manufacture of opal or milk-white glass, but never to the extent that its importance warrants. Kryolite, which was formerly used almost exclusively in making opal, is now more generally used in combination with other materials, such as fluor and feldspar, bone ash, the phosphate of lime as found in Baker Island guano, and latterly a combination known as opaline, from which excellent results are uniformly obtained. The use of kaolin in combination with kryolite decreases the attack on the pot or tank lining, which is one of the objectionable features of kryolite. Finding alumina present in the form of kaolin, the kryolite combines with it instead of seriously attacking the pot or tank lining for the supply of alumina for which it has affinity, while as a colorant it is not inferior to any of the minerals commonly used, besides having the advantage of a higher fire resistance—a point of great importance where the finished ware, often embellished by expensive decoration, must be subject to a kiln or muffle fire. Kaolin mined at Blandford, Mass., contained 52 per cent of silica, and 31.76 per cent of alumina, while the kaolin mined at Brandywine Summit, Pa., contains 46 per cent of silica and 36 per

cent of alumina, with traces of lime and alkali, with no deleterious substances present which would be objectionable to the glass maker. Some of the Indiana kaolins have even a larger proportion of silica, the deposit at Huntingburg showing 69.23 per cent silica, 19 per cent alumina, with slight traces of iron and alkali. For the glass maker's use a kaolin wherein the amount of alumina is equal to the proportion of silica will give the best results. Kaolin, in its purest form, is a mixture of silica and silicate of alumina, and allowance should be made for the amount of silica in the kaolin by either reducing the amount of sand in the batch or by increasing the proportion of solvents. Akin to feldspar, from which it is a deposit, it is more refractory, since the spar contains potash, while kaolin has none, and is therefore, like silica, infusible.—*National Glass Budget*.

HAD THEM 2,000 YEARS AGO.

WHILE the housewife of to-day may reasonably pride herself on the conveniences which her kitchen affords, she need not smile too superciliously at the thought of the rude makeshifts of days long gone by. She would certainly not were she to spend a little time inspecting the kitchen and other household utensils that were in use 2,000 years ago, as exhibited in the National Museum at Naples. Saucepans lined with silver, pails richly inlaid with arabesques in silver, and shovels handsomely carved figure among the household goods of those times.

An egg frame that would cook twenty eggs at once and pastry moulds shaped like shells suggest luxuries of the kitchen of 2,000 years ago. Gridirons and frying pans, tart dishes and cheese graters were in use then as now.

The Roman lady's toilet table was well supplied. Ivory combs, bottles of perfume, pots of cosmetics, buttons, hairpins, and even a hair net of gold wire figure in the museum.

Bronze thimbles and spindles are to be seen among the relics. The Roman lady even had her safety pin, for there is a specimen of this little convenience, which, before the one in the Naples museum was found, was believed to be a strictly modern invention.

The Roman lady, however, apparently lacked one essential. She had no hairbrush. Neither had she a glass mirror. All the mirrors in the museum, with one exception, are of silver or some other white metal. The exception is a dark purple piece of glass let into the wall of a bedroom at the house Specchio in Pompeii.

In surgical instruments the ancient world was rich. Those found at Pompeii deprive modern science of the credit of more than one invention. Needles, probes and forceps resemble closely those in use at the present day.—*Harper's Weekly*.

GEO. F. BASSETT & CO.,

52 and 54 Park Place,

NEW YORK.

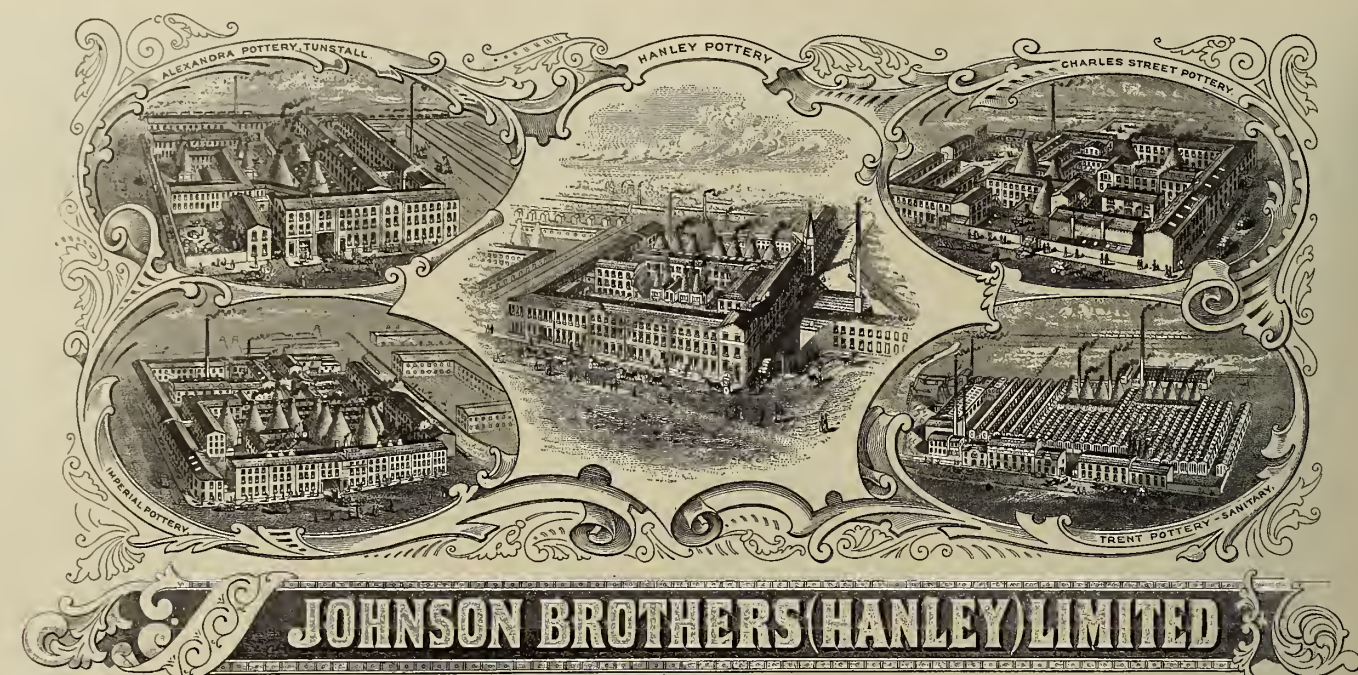
“The Dinnerware House of America.”

WE ARE SOLE AGENTS IN THE UNITED STATES FOR

BURGESS & LEIGH,	}	England.
PEARL POTTERY CO.,		
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BASSETT CHINA,	}	Austria.
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Manufacturers of { Ironstone China
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EARTHENWARE of the BEST.

IT is rather difficult to make the BEST better. So we unhesitatingly say that our Tableware is unsurpassed. As time tests all things, it has tested our ware, and it has become a standard by which all Earthenware is compared. Our Earthenware comprises the

STRONGEST BODY—RICHEST GLAZE—BEST COLOR

which make it more durable than china, and as attractive in appearance.

Retail dealers find that our ware sells promptly and gives universal satisfaction.

If you have not got it in stock, try it!

GEORGE B. JONES,

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ENGLAND.

THE LIBERTY CUT GLASS WORKS

announce the opening of

A NEW SALESROOM

in Rooms 315-317

Fifth Avenue Building, Madison Square, New York.

IN what we believe to be a perfectly-appointed Glass Room will be shown a complete assortment of Staples and Novelties, ranging from popular-priced items to the most elaborate pieces that have yet been produced.

Our cuttings for this season embody new ideas in Floral designs, Rock Crystal Engravings and Free Stone Engravings, and are very effective. The capacity of our shop has been increased to two hundred frames, and we are in a position to handle quantity orders promptly.

The display will be in charge of EDWARD B. DICKINSON, who will look after the sale of our line, not only in New York City and State, but also in the Southwest, and West to the Pacific Coast.

Our new location, at the intersection of Fifth Avenue, Broadway and Twenty-Third Street, is in the center of the business section and can be reached by direct routes from every part of the city and surrounding country.

We earnestly request your inspection of the finest CUT GLASS display in the country.

PERMANENT SALESROOMS ALSO AT

Philadelphia, Pa., 839 Market Street. S. R. Henderson, Representative.

Boston, Mass., 164 Federal Street. John J. Reed, Representative.

Jacksonville, Fla., 418-19 Masonic Building. J. W. Tucker, Representative.
Works and General Offices, Egg Harbor City, N. J.



Emerald Deldare Ware

The Latest Product of the Buffalo Pottery

Just as odd and attractive as the first Deldare Ware originated and made only by us and which has proven so popular; a rapid seller and a big profit-maker for dealers everywhere.

Quaint Artistic Original

Made In A Great Variety Of Copyrighted Shapes And Designs. Illustrative Features Include The Famous Tours Of Dr. Syntax, Hand-painted In Underglaze Greens, Browns, Yellows And White. Guaranteed Not To Craze.

Sells At A Good Profit

A Decidedly Classy Ware That Will Add To The Attractiveness Of Your Stock and Display; That Will Appeal And Sell To The Very Best Class Of Trade.

We are the first and only American pottery to manufacture a full line of Blue Willow Ware. We also manufacture a full line of Semi-Porcelain Dinner, Tea and Toilet Ware in a great variety of underglaze decorations. Write for prices and information.

A complete line of our Products will be shown during January, 1911, in Pittsburg at the Fort Pitt Hotel, Rooms No. 427 and No. 428.

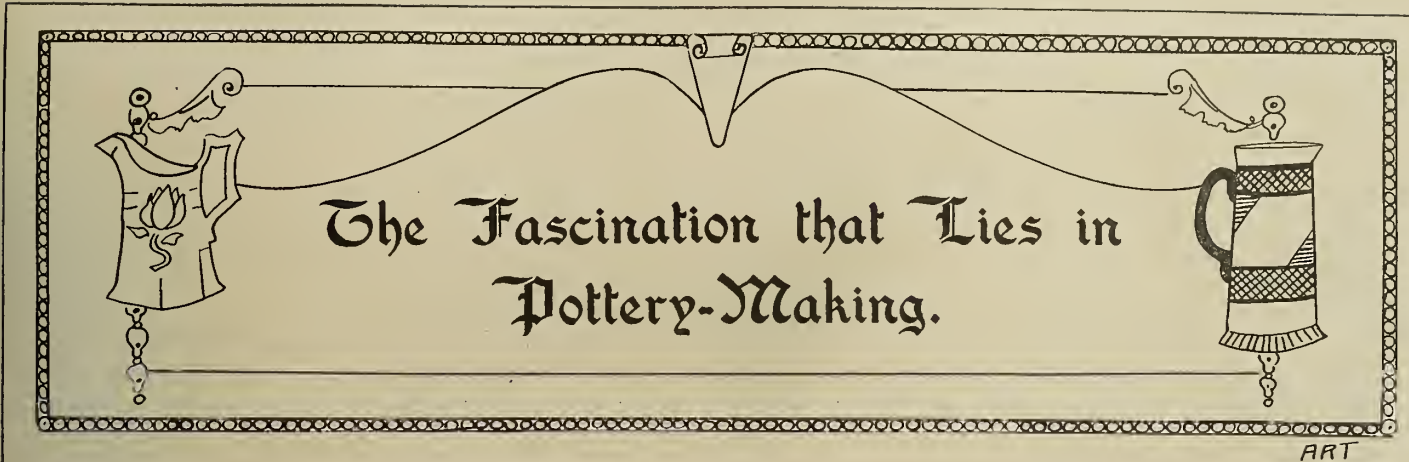
Buffalo Pottery

Buffalo, N. Y.

NEW YORK SHOWROOM
A. H. Ledden, 65 W. Broadway

BUFFALO SHOWROOM
A. H. Sharpe, 352 Main St.

BOSTON SHOWROOM
E. E. Wilgus, 144 Congress St.



The Fascination that Lies in Pottery-Making.

ART

THE plant of the Buffalo Pottery overlooks a broad open space far out toward the outskirts of the city. A large brick building of four stories it is, with great cones protruding from the roof, whence at certain times streams of smoke are seen issuing. These are the kilns—the very heart of the pottery.

Entering the building, the first impression is of a matter of thousands upon thousands of dishes, big and little, says L. E. Moss, in the "Buffalo Express." Everywhere are men and boys and girls, wearing great white or khaki aprons or overalls or dusters, and spattered from head to foot with the creamy slip. Through and into the receiving-room, where the clay is taken from the cars, you go. It might be a flour mill, for the layer of white dust that spreads over everything. And within the bins to either side are tons of white clay, that might be a very lumpy kind of wheat flour. Near at hand lies a pile of clay of different appearance—dark, blackish brown, and in tight, puttyish lumps.

"That," said the superintendent, "is the ball clay used to give plasticity to the clay. We use kaolin, ball clay, silica and feldspar. The proportions? That's my secret. Nobody else in the place knows that but myself. See that scale? Well, the weigher just piles on the clay until it reaches that point—he doesn't know the weight—and ball clay to another degree. I set the mechanism to take the exact proportion according to the formula I've worked out in the laboratory."

From the scale the weighed clay is piled on a little elevator that lifts it and dumps it into the blunger. This is a machine filled with knives that tear and cut the lumps to pieces, and mix the the ingredients together. In the blunger a certain proportion of water is mixed with the prescription, and it runs down into a tank beneath the floor. It was at this point that the superintendent lifted a small trap-door, revealing the well of creamy clay eddying and twisting below. "That's what we call an agitator," said he. "The revolving of the mass keeps it from settling or the ingredients from separating."

And so from its well beneath the floor it is

pumped up again and gradually poured out on a kind of machine that acts as a screen—a couple of sheets of fine bolting cloth, parallel and a few inches apart, that are kept constantly vibrating rapidly by machinery.

"That's what potters call the lawn," said the interesting guide, pointing to the sieve. "You would call it a sieve—but it's the lawn to us. That cloth has 100 to 150 meshes to the square inch. That red-brown stuff you see is iron; and see those coarse grains of sand and gravel—those have been sifted out." The latter are scraped from the lawn every little while by a boy and gathered in a tank below.

"The slip all goes through. What is slip? That is another potter's term. If you asked me what it came from I couldn't tell you. It's been handed down from old English with the potter's trade."

It might be a cave hollowed from white clay with subterranean beings moving noiselessly about in the dim light—that slip-room. Below the floor again the sifted slip finds its way to a second agitator, where it is again whirled and kept on the move until it is lifted by a pump and run into the filter. It is here that the mixture of potter's clay is run into thick canvas sacks from which the water drips into a tank, and the firm mass of clay is left to be taken out when the process is ready.

"That water from the clay is the purest filtered water," said the guide. "We use it over again in mixing the clay."

A couple of young men came with a little truck upon which they loaded the slabs of putty-like substance from the sacks and trundled it away through a dim doorway. The guide followed, talking as he went. "The sliphouse doesn't take much work," said he. "Four men do the whole thing there. Now, this is the clay cellar, and that is the pug mill. It takes two men."

There was clay everywhere in this dim cellar—piles of it, damp and solid as walls of putty. A youth, slim and silent, was working with a wire cutter, slicing off great cubes of the mass and carrying it to the great mouth of the mill at the other side of the

cellar. Here again the mass is tormented and torn and twisted—there is no rest for the weary clay. Its final usefulness and beauty depend greatly on its suffering in the early stages.

"That clay he's cutting up has been stored away there for a year—a hundred years would make it better if we could let it wait," remarked the guide.

Along a dim and clayey corridor the guide now walked ahead. His great white apron, his iron-gray hair and mild face all seemed a part of the picture. He is a potter through and through. His is the spirit of creation. He turned a key in a door and swung it open. This is the chamber of secrets. It is here the

to be blued, though, and it's a delicate business to get the shade right. If it isn't blued it has an ivory tint.

"And now," continued he, showing a bit of what looked like opal, "here's a kind of borax composition that we use in our glaze. It's ground up and mixed in our special formula."

And so the clay is ready to take shape—the period of tribulation and distress is passed, and it leaves the cellar and soars above to be shaped in forms of beauty to grace the habitation of man.

"Clay is different from anything else—there's always the uncertainty of what it's going to do. You've got to humor it and nurse it, it cracks so



DIPPING.

master potter sits long hours, his mild countenance bent over a new experiment in glazes or body color or texture or a new tint from the kegs and boxes of bright mineral paint. There is an experimental slip-room in this room, where the whole process of preparing the clay is carried on in miniature exactly as it is done in the real slip-room. Here the colors are ground and boiled and fused to obtain the clear, pure reds, yellows, whites and blacks, blues and greens that will come out the brighter from the firing.

"This is where the colors are made to mix in the clay. There's one color we've got to be careful about. Cobalt is a powerful color. A dust of it that you would hardly see will spread on a white dish into a great blue spot and spoil it. All white pottery has

easily," said the guide as he led the way to the long room where the potters were hard at work forming the clay into utensils. A long series of benches against a row of windows, and bending over them a line of men, covered and splattered with the white slip from the necks of their long aprons to their heels. Sleeves rolled up and heads bent low, these potters were absorbed in their tasks, in the satisfaction of shaping and making things. A dozen different trades are represented here. "We are at a great disadvantage," said the superintendent, "because each man has his own special kind of work to do and knows nothing about any other kind. If a man is under the weather or lays off for any reason, we're handicapped; we can't call in somebody from another department,



"Shower" Light

By Pittsburgh Lamp, Brass and Glass Co.

as they can in most places. The chances of waste are too big. Sometimes I've had to jump on a train myself and start off to another town where I knew there were potters working and try to beg help in an emergency."

Of course, the first of all steps in making dishes is the making of the molds. The man who bent over his bench in his own little corner, turning out models, is an artist and a scientist in his own line. This work brings \$22 to \$30 a week. He makes the clay model of the vessel, and has to calculate it to allow for shrinkage in firing. A cup of ordinary size will

bring it down on the lump, just sufficient to flatten the piece to the thickness needed and leave it of the same thickness all over. "If he didn't do it just right," said the guide, "he'd break the bat." This man is called the batter-out—another potter's term.

The flattened piece, now looking very like a rolled-out slab of pastry, is taken quickly and with a peculiar twist and some force is laid upon the mold of plaster. He is making a flat, oval dish, with curving indentations about its sides. And as the wet slab of clay takes the contour of the mold it appears like a dish upside down. The molder is, meantime, work-



KILN-PLACING.

shrink a tenth of an inch. He has to make the proportions pleasing and practical. Then the moldmaker takes it in hand; and here is another expert. These molds are made from the model in plaster of paris, as many as will be required. There are molds whose outside surface shapes the vessel and those whose inside surface is the molding shape.

Meantime, the men have brought up the clay from the cellar and the benchmen are supplied with it. A youth takes a lump of the clay of the size his eye tells him will be just right for the purpose. He lays it on a wet plaster board, raises his bat (a plaster instrument like a huge round smoothing iron) and

ing it flat and smooth with a small bit of rubber and a wet sponge—the only tools of a potter.

Deftly he whirls the mold around, stripping off the superfluous clay from the edge, and throwing it upon the heap of clippings to be taken back to the pug mill. Rapidly then his helper lifts the mold with the wet dish upon it and carries it into one of the open compartments that, lined with shelves, fill up the central portion of the large room. These compartments are warmed to dry out the clay in a couple of hours. Then a boy brings the mold out, loosens up and carefully removes the dried dish, and sets it upon a board to be taken down to the green-room, as the

storeroom for green ware is called—and green here means unbaked.

Often a man is paid by the number of finished and unbaked pieces he delivers to the green-room—and he pays his helpers, or apprentices, himself, thus running a miniature pottery within the works. This is specially the case with the jiggerman—the most delicate phase of the potter's work.

The jiggerman runs a kind of machine that is operated by the foot, but takes a steady hand, a trained eye and endless experience to manipulate it. His batter-out gets the clay ready; another helper stands ready to "chum in" the piece. This he does by taking a canvas bag, not unlike a large stocking, slip-

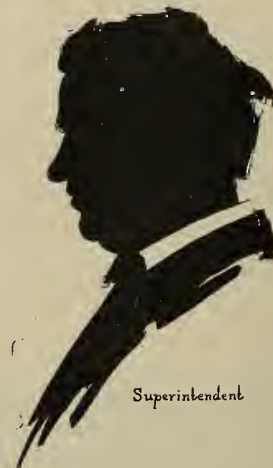


ping it over what looks like an inverted bowl of extra deep dimensions; and then over the stocking he lays the clay, pressing it down to the mold. Then with a deft movement he lifts stocking and clay together, and places it within the mold on the jigger, draws out the canvas and leaves a complete sack-like lining of clay within the mold. The mold represents the two halves of a hallboy's jug, the two halves strapped firmly together. Your jiggerman has carefully thumbed down a bit of the clay to form the lip of the jug, and now he proceeds to apply his jigger, which presses the clay firmly against the inside of the mold. to the exact thickness required for the jug. With a



whisk of his fingers he has the mold out of the machine, and a helper, a mold-runner, trots it out into a warm room, while another is busy taking jugs from molds

and returning the molds to the boy to strap together for the next jug. The jumbo jigger, that makes toilet jugs and other big vessels, is even more delicate to manage.



A special man makes cups, another saucers, a sticker-up puts handles on cups and covered dishes. Each is a special trade and each tradesman is an expert in his line. A man can turn as many as 2,000 dozen saucers in a week. But 1,800 dozen pieces a week of general shapes is a good record. In the case of oval dishes that have irregular jogs and turns to their outlines, still another class of workmen is needed. For these dishes, and the covered dishes, that are used for vegetables and puddings, all have



to be made by hand, pressed to the mold and trimmed down. It is about all a man can do to turn out four dozen of these a day. The man who makes bakers can turn out six dozen in an hour.

Then there are those gravy boats, with a foot around the bottom. These are actually made in pieces, which are stuck together. The mold is in halves, and the bottom is separate. Each half is lined with clay, and carefully molded in place, the two are fastened together, the bottom put in place, and the ridges along the edges trimmed off and smoothed down. This is done by the presser. This boy is able to make \$2 a day, although he is just a beginner.

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WE are prepared to show during the import season of 1911 novelties in decoration not to be found elsewhere. We carry in stock in our New York warerooms a large number of open stock patterns for the accommodation of the trade. We claim Quality, Style and General Excellence, together with Unique Designs.

Illustrated booklet of these decors will be sent on application.

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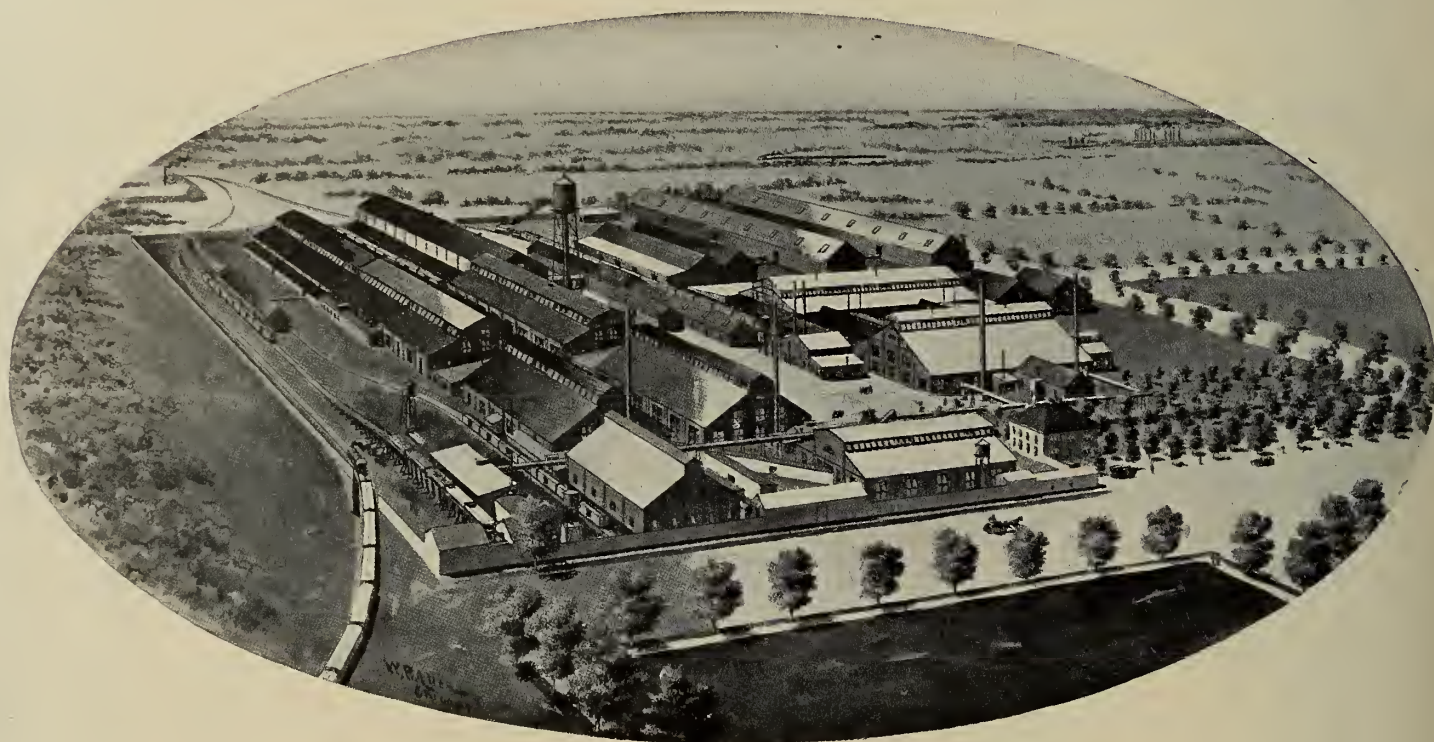
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Lime Blown Tumblers, Plain, Sand Blast Engraved, Banded, Optic and Sham, in all sizes. Third-Pint Common Tumblers, Family Jellies, Tumbler-shape Jellies, Iced Teas, Sodas, Beer Mugs, Bar Tumblers, Table Tumblers, Hotel Tumblers, Export Tumblers, Straight Beer Tumblers, Tableware, Goblets, Wines, Cordials, Fish Globes and Specialties.

We will not be represented in Pittsburgh during the coming convention, but will be glad to see any of our friends at our office in Columbus, where we show a complete line of all ware that we manufacture.

SCHEDULE OF TRAINS FROM UNION STATION :

Leave Pittsburgh 1:30 a.m. No. 21	Arrive Columbus 6:35 a.m. Local sleeper	Central Time Quoted
" " 4:50 " " 7	" " 9:55 "	
" " 8:00 " " 19	" " 1:45 p.m.	
" " 5:00 p.m. " 13	" " 9:45 "	
" Columbus 8:55 a.m. " 18	" Pittsburgh 2:30 "	
" " 12:50 noon " 14	" " 5:50 "	
" " 5:45 p.m. " 16	" " 10:00 "	
" " 12:45 night " 8	" " 6:20 a.m. Local sleeper	

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Greatest efficiency, more even diffusion, more moderate in price than any other high grade reflector on the market.

THE REFLECTOR WITHOUT A GLARE.



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Four dozen to bbl. $2\frac{1}{4}$ in. holder.
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No. 506A. 40 Watt.
Six dozen to bbl. $2\frac{1}{4}$ in. holder.
3 in. deep, 8 in. diameter.



No. 501D. 25 Watt.
Eight dozen to bbl. $2\frac{1}{4}$ in. holder.
 $3\frac{1}{4}$ in. deep, 7 in. diameter

THE HASKINS GLASS COMPANY,

WHEELING, W. VA. NEW YORK. CHICAGO. LOS ANGELES. ATLANTA.

Fascination of Pottery-Making.

Continued from page 106.

Another queer process they have is in the making of spouts for teapots. It would be next to impossible to mold a piece so small and irregular, so your clever potter devises the plan of casting it exactly as metal spouts are cast. Some of the slip from the sliphouse is taken and a mold is filled with it in the shape of the spout. Then, when it has had time, say twenty

So the pieces have been dried out and taken to the green-room to await their turn at the biscuit kiln. The dried and unbaked vessels must be handled with utmost care, for they are very delicate. The potter has a way of his own of carrying a load of them on a board on his head, so balanced that he walks easily.

One of the great kilns was just being placed. It looked like a huge round room of fire brick, with a smoky arched door and steps leading up to it. Up the step went the placers, some carrying laden saggars, some boards of larger vessels. The saggars are of



TURNING

minutes, to settle a bit, and adhere to the mold, the inside is poured out, leaving a hollow spout. This is placed on the teapot.

"The molds are made of plaster," said the guide, "because it's the most absorbent substance we can get. It takes the water from the piece quickest."

From the drying shelves the pieces go to be smoothed. A girl was occupied on this in one case, boys in others. She placed the dish on a wheel and smoothed down the edges, then with a wet sponge washed the surface, thus wetting the clay and leaving it perfectly smooth.

fireclay made of a shape to accommodate cups, saucers, plates, dishes, or whatever they are to hold. Plates, placed in tiers of fours with fireclay pins stuck into the sides to keep them apart, require saggars resembling a four-leaf clover. These fireproof boxes are placed one upon another in rows within the kiln, until the whole space from roof to roof is filled; then the door is sealed up, and the fire is started.

The master potter leaned up against the side of the furnace, basking in its warmth, gloating in the process that was going on within. "I've been a potter all my life," he mused; "I couldn't give it up."

I wouldn't do anything else for three times the salary. Potters are mostly poor, too, for there's an enormous loss connected with it. We count on four per cent loss in the biscuit kiln alone. Think of it—one of those plates over there, for example—all the hands it passes through, and how easily it's broken. It may go through the whole thing and then have the boy smash it in taking it out of the kiln after it's baked."

He then opened a tiny door as big as the palm of his hand, in the side of the furnace—a little double-closed door, lined with asbestos. "Look in there!" he directed. And gazing into the white heat that shone within, one could discern a line of small white cones standing upright, in an alley left clear of saggars

"Those are Seger cones," he explained. "No—nothing whatever to do with s-a-g-g-e-r—but the name of the German who invented them. They're made of a certain composition of clay and whiting and other substances, to fuse at a certain definite point of heat. So, when the furnace has reached a certain point, over topples the cone, and the furnace man, looking through the hole, knows what heat he's got. When the next stage is reached, another cone topples over, and soon. It takes twenty-four hours to bake a kiln of china."

When the kiln is drawn the china from it is called bisque ware, or biscuit, as the potter invariably has it. In the biscuit storehouse it is brushed by girls with big brushes, taking off all the dust and roughness and removing any marks of the pins that may have marred the surface.

From this storehouse the china is divided into two separate lots—one for the underglaze ware, the other for plain ware or overglaze decoration. The decoration of china is one of the most interesting processes in the place, for it combines modern mechanical devices of the most mechanical kind with real work, and often calls the result "hand decoration." The Deldare ware is especially a Buffalo product, and a unique and beautiful one, too. It has a most unusual olive green body—that is, the olive green is mixed right in the texture of the ware. All over this are the quaint designs from old English stories and ballads, done in arts and crafts style in pure, bright colors.

The printing press is the first instrument in the decoration of this ware. An engraved roll bears the patterns for cups, saucers, plaques and what not, just in black outlines. These are the output of a special designer and engraver employed in the pottery. Long sheets of semi-transparent thin paper are run through the roll and come out bearing the patterns in a heavy oily ink. And a bevy of skillful-fingered girls receive the sheets. One girl cuts them up into separate patterns, and sticks them to the unglazed cups, saucers and other pieces at so much a pattern. A second girl rubs the paper tight to the surface with a padded stick. The pieces are then dried, and other

girls wash off the paper, leaving the pattern stamped or transferred on the surface.

"How much do these girls make?" was asked. For they seem neat and bright and happy.

"It's mostly piecework," the master potter replied. "They make from \$6 a week to \$10—of course the beginners make least and the best girls make most."

In another part of this department girls sat at long tables, bent closely over their paints and brushes, each with a finished piece of pottery before her, applying the color to the stamped piece in the patches to correspond. Here all the underglaze decoration is done. The whole art of underglaze ware lies in discovering colors that will yield the right effects when the glaze is baked over them.

In the overglaze decoration the same process of transfer work is employed, but over the glazed piece. Girls cover the glazy surface with a kind of size that sticks to the transfer paper. It takes a nimble-fingered person to adjust the patterns delicately, to have the border around the edge match and keep even, to have the round pattern straight in the bottom, and so on. One sometimes sees a pattern on a piece of china that looks as though the design had suddenly taken a start and broken off short.

But now to the glazing vat. From the biscuit ware room and the underglaze decorating-room the pieces are taken to the dipping house, where a master of his art stands at a vat of glaze, seizes a plate or other piece in a kind of claw and quickly dips it, giving his hand a peculiar twist that assures the even distribution of the coating over the whole surface. A couple of girls hand him the pieces and take the dipped ones from his hands. The decoration is now covered by the creamy opaque coating.

In the second firing the glaze is fixed and changes from a white opaque to a transparent, glossy finish. It takes 2,400 degrees of heat to bake the pottery in the first process, and 2,100 for the glaze. The potter calls this the "glost" furnace.

The overglaze decoration has to be fired—just as the amateur hand painter of china fires his wares. The flame must be kept from the surface in this oven; so they use what is known as a muffled furnace, as the baker does for his bread; 1,300 degrees suffice to set the paint.

Last of all, the china is brushed and all the bits of fireclay from the pins are scraped away, and the pieces are piled in separate groups. This is done by girls. Finally, the expert goes over them, sorts out the best for firsts, the next for seconds, and the least perfect for thirds.

"Yes; there's a fascination about it," the master potter repeated. "I've sat up most of the night waiting to see how an experiment would turn out. I've worked in the laboratory over some new mixture of clay or some body color, and I could hardly keep from tearing the furnace open to see what was going on. And then when the time was up I've broken



Rock Crystal
At H. L. Wedgwood's.

open the sagger to get at my experiment—most always they're failures—only to find it all crumpled or twisted or the color spoiled. But—well, it's somehow a satisfaction, and you always want to go right at it and try again."

"WASTE NOT, WANT NOT."

GENERALLY, when a china cup, decorated vase, or earthenware vessel becomes broken and unfit for use the pieces are immediately consigned to the scrap-heap. That there should be any possible use for such bits of fired clay does not seem likely.

About a dozen years ago, however, Henry Ayres, a resident of Orange, N. J., saw in the home of an acquaintance an earthenware plaque which was entirely covered with broken bits of colored crockery. Adapting the idea, he went to work to enlarge upon it, and after experimenting with stray pieces finally produced several decided curiosities. Mr. Ayres has always been somewhat of a genius in making wood novelties, carving and decorating, and has furnished his home with oddities of all sorts made in spare time. Creating novelties may well be termed his hobby.

To a representative of the CROCKERY AND GLASS JOURNAL Mr. Ayres described the method of making decorations on jardinieres, umbrella stands, and the like, as follows:

"Taking an ordinary jardiniere, I first apply a coat of paint. This serves a double purpose—that of creating a surface to which the putty will adhere, and also preventing the porous earthenware from ab-



sorbing the oil in the putty. If the vessel absorbs the oil, the putty falls off, and the work is ruined. And in this connection I might say that it is not advisable to put water or other liquid in the vessel, for the reason that it will penetrate the walls and loosen the putty.

"The best material for application to the surface,

and into which the pieces of crockery are laid, is composed of equal parts of putty and white lead.

"The next step is to impress the broken bits of different-colored crockery, etc., into this layer of putty, arranging to suit the individual taste; but it is well to put light and dark colored pieces together, so that the whole presents a composite mass of all colors. Care should be exerted so that no large and noticeable joints are left unfilled. It is sometimes



hard to find pieces to fit snugly, but by using a pair of pincers any pieces can be broken off to fit the space.

"After the coating is completed the article should be set aside to dry. When thoroughly hardened, go over the surface with a knife, removing the surplus putty around the joints, and finish the joints by touching up with gold bronze. Here again individual taste can be suited by decorating the border and joints with one color or another. The pedestal illustrated was originally a plain wooden column, with a wooden base; the whole prepared the same as the jardiniere itself—painted, puttied, and decorated with the broken crockery.

"A good and serviceable umbrella stand was made by taking a piece of earthenware sewer pipe, inserting a wooden bottom by drilling holes and fastening in the flange; and treating the whole the same as the above-mentioned article.

"A fireplace and hearth which I decorated were done as follows: On the hearth the pieces of broken earthenware were embedded in cement to insure their being in a very hard and tight base; but the decoration around the mantel and down the sides of the chimney was carried on in exactly the same way as has already been described.

"Some of my work has taken only the spare time of a few days, and some has taken two or three weeks. The point upon which to lay stress is that anyone starting to make one of the many things possible should have lots of patience."

The necessity for this qualification will be better

understood when it is known that in the two articles illustrated there are by actual count over two thousand pieces of broken crockery.

TRENTON'S FOREMOST MODELER.

AT the age of seventy-five, Isaac Broome, of Trenton, is maintaining his reputation as the foremost modeler of exclusive pottery shapes in the Eastern centre of ceramic art. His first notable achievement in that line of work was in 1876, when he prepared for the Centennial Exposition at Philadelphia a representative exhibit of Trenton pottery. As a result of this he was appointed special commis-



ISAAC BROOME.

sioner on ceramics to the Paris Exposition two years later by the United States government and the State of New Jersey. He is to-day employed by the Lenox Incorporated, which manufactures the most exclusive styles of hand-painted pottery in Trenton.

Mr. Broome has made a reputation for himself as a sculptor and painter as well. He has also been a lecturer at the Chatauqua summer schools, in New York State, for years. He did considerable work in sculpture on the United States Capitol building, in Washington, and modeled the statue for the W. W. Corcoran mausoleum at Georgetown, D. C. Shortly before the Civil War he had an art studio in Rome, Italy.

He has been the director of numerous art schools, in various cities, and was a prominent figure in the sociological settlement at Ruskin, Tennessee, being an instructor of art in Ruskin University and one of the editors of the official organ of the enterprise. He was very conservative, however, in his sociological ideas; so much so that the more ardent spirits in the movement stole into the pressroom of the Ruskin organ and inserted in inflammatory editorials without his knowledge. This and similar acts caused the failure of the scheme—the only unsuccessful venture with which Mr. Broome was ever connected.

In recent years he has become prominent as the inventor of a rotary press for making ceramic tiles, as well as devices in other industries. One of Mr. Broome's latest creations is a souvenir jug with the head of Colonel Roosevelt in relief at its top.

As a sculptor he has gained widespread notice by his statue "The Wandering Psyche," a fine example of American classical art, and which has been on exhibition at the Pennsylvania Academy of Fine Arts. Mr. Broome is the oldest academician of that institution, and was its director in 1860 and for several years thereafter. He is working on a companion piece to this statue, to be known as "Eros in Pursuit of Psyche." He has made the original model, and will copy it in marble, as he did the other. "The Wandering Psyche" has been praised by the foremost critics. It portrays perfect movement, from whatever point viewed. This is the supreme test of sculpture. Mr. Broome is a remarkably well preserved and active man, and one of the most valued employees of the Lenox concern, despite his advanced years.

THE EDITOR'S PARADISE.

A WELL-KNOWN Cleveland editor told at a recent press banquet a newspaper story. "A country editor died," he said, "and was, of course, directed to ascend to the Abode of the Just. But during the ascent the editor's journalistic curiosity asserted itself and he said:

" 'Is it permitted for one to have a look at—er—the other place? ' "

" 'Certainly,' was the gracious reply, and accordingly a descent to the other place was made. Here the editor found much to interest him. He scurried about and was soon lost to view.

"His angelic escort got worried at last, and began a systematic search for his charge. He found him at last seated before a furnace, fanning himself and gazing at the people in the fire. On the door of the furnace was a plate saying, 'Delinquent Subscribers.'

" 'Come,' said the angel to the editor; 'we must be going.'

" 'You go on,' the editor answered, without lifting his eyes. 'I'm not coming. This is heaven enough for me.' "—*Louisville Times*.



THE West End Pottery Co.
MANUFACTURERS OF

SEMI-PORCELAIN AND WHITE GRANITE
EAST LIVERPOOL, OHIO.

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TOILET WARE
HOTEL WARE
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Dec. 14, 1910.

Mr. BUYER :

Are you coming to East Liverpool in December or January ?

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We make DECORATED DINNER WARE, TOILET WARE, SPECIALTIES AND ADVERTISING NOVELTIES, SALADS, PLAQUES, AND DECORATED HOTEL WARE. Also a full and complete line of WHITE SEMI-PORCELAIN, consisting of FANCY SHAPES, STANDARD CABLE SHAPES, AND HOTEL WARE, DOUBLE THICK AND ROLL EDGE.

We have some decidedly live, trade-winning propositions to offer, and the buyer who fails to make himself acquainted with our line is doing an injustice to himself, his house, and to us.

Say when. If you can't come, write for our latest illustrated catalogue.

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Another strong feature is their new "Carnation" assortment at a popular price. Made up in pieces suitable for breakfast, tea or dinner service, and should be in every store.

Another new Oriental line has been added which is very attractive, consisting of specialties and display goods.



 To buyers visiting in this vicinity: Please call at our sample rooms.



Any store wishing a trade stimulator should have our Carnation Assortment. Lithographs and full particulars for the asking. Please write now.

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Cauldon Hotel Bone China.

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TRADE FABLE No. 6.

BY THE MAN ON THE STREET.

THERE was once a Flashily-Dressed Individual who spent his time Selling, and through a Magnetic Personality worked up a big trade and earned Large Money. This gentleman went the Limit—and a trifle beyond, from an Unbiased Standpoint. He played the Ponies, hit the hops, and did other unmentionable things incidental to the daily routine of a Red-Hot Sport. Nightly he could be found in one of the Broadway hostelries behind a battery of empty Fizz Bottles, expounding the merits of his goods to Hayseed Buyers who were constantly amazed at his large and ever-ready bank-roll.

The way he drew on the House was a Caution. The bookkeeper daily gave utterance to Amazing and



IN ONE OF THE BROADWAY HOSTELRIES.

Deeply-Felt expletives descriptive of his dissatisfaction with his job.

One day the firm received a letter from Crossroads Junction, signed by one of their customers, stating that his daughter was en route to New York. Also that any attention given her in the way of showing her the important landmarks of the Great City would be Duly Appreciated. The letter was passed gravely to the Sporty Salesman, who turned pale and groaned.

"Guess it's up to Little Willie, however," he muttered. "I'll breeze down to the station, pack her in a sight-seeing buggy, take her to Child's, and, pleading a dead grandmother, slip her the clammy lunch hook, and fade."

At the Information Desk the Sporty One leaned gracefully on a gold-headed cane a few hours later, waiting for the Crossroads one.



THE DEMURE-LOOKING BLONDE.

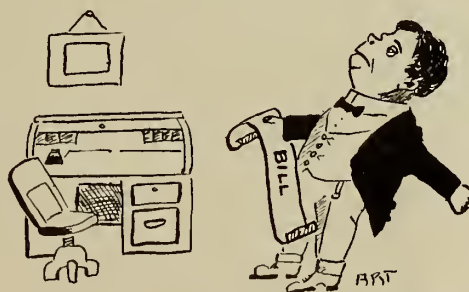
A demure-looking, childish blonde seemed helplessly lost in the crowd at the station. Sorting out our friend, she gave him an appealing glance and asked:

"Can you tell me if there is a representative of Bunk & Co. here?"

* * * *

About sunrise the next morning an elevator boy carried the Salesman to his room and put him to bed. The following day a trembling form dragged itself to the House and handed in an Expense Bill which caused the Bookkeeper to resign on the spot and made the Boss lean weakly against the wall for support. Then the haggard one said:

"When it comes to shooting in enough orders to keep the Works busy Day and Night I'm the original Webfooted Duck. Also up to yesterday I was under the Foolish Delusion that I was Some Entertainer. Last night a certain hundred and-ten-pound female with a Guileless Countenance and a baby smile, whom you assigned me to entertain, showed me so many new ways of spending money that I feel as though I am becoming Old and Aged and no longer fit to be your representative. I used to have the happy faculty of mixing with the field and romping home a winner. Now it's all off! When it comes to drinking booze and steering an auto at a seventy-mile clip, I'm a yellow dog. After I had shown her all the sights in the town and a few over she told me that I would make a hit with her Dad, as he liked Conservative Young



THE BOOKKEEPER RESIGNED ON THE SPOT.

Men. This was the last straw. I vamoosed and left her with about twenty college boys who had been following the trail I had blazed. Reckon up what's coming to me and mail it to the sanitarium for which I am now headed. If anyone calls me up on the 'phone, tell them I have just died. If I ever Recover I'll be back. So long!"

MORAL: No matter how good you are, someone is bound to cross your trail who will make you look like a Piker.

KUNZLER ELECTED ACTUARY.

AT a meeting of the executive committee of the American Association of Flint and Lime Glass Manufacturers at Pittsburgh, Dec. 21, John W. Kunzler was elected actuary, vice H. D. Murray deceased.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 22, 1910.

WE extend to our patrons the compliments of the season, and take this occasion to thank them for the liberal support they have extended to us. This issue is an evidence of the regard in which the CROCKERY JOURNAL is held. In entering upon our thirty-seventh year we propose to maintain the high standard we have attained, and increase our efficiency as opportunity offers.

THE YEAR'S BUSINESS.

WITH the advent of Christmas, the business in crockery and glass for the year 1910 is virtually ended. The retrospect is not one of unalloyed pleasure, but the situation might have been much worse. The wholesalers bought up to the average of a good year, their purchases running about twenty per cent ahead of 1909. Had the regular dealers and the department store men done as well it would have been a good year. The few who did buy largely were not enough to make an appreciable showing.

The falling off of the retailers brought down the percentage of increase gained by the wholesalers, and the volume of business will therefore be just about equal to that of 1909.

The American manufacturers, on the other hand, show a large increase in sales. The glass men have done a big business. They claim, however, that owing to the low prices at which glass has been sold there has been but little profit.

The production of cut glass has increased materially; although here, too, havoc has been played with prices. It is a mystery how many of the producers live on the figures at which they sell their goods. But, then, a lot of it hardly deserves the name of cut glass.

The American potters have sold more ware than in any year of their existence. According to their estimate, they will pass 1907 by more than a million dollars, and will total more than \$17,000,000. In 1875 the output of the American potteries was about \$2,500,000. At that time importations of china and earthenware were in round numbers about \$8,000,000 in foreign values. Of this, \$5,000,000 worth—nearly all undecorated earthenware—came from England. This, at currency prices, duty, expenses and profits added, would total \$10,000,000 or, four times greater than the domestic production. Adding to the \$10,000,000 \$3,000,000 from other countries, doubled to get currency prices, we have \$16,000,000, or \$18,500,000 as the total business in china and earthenware.

The American manufacturers are making nearly as much ware to-day as the total of imported and domestic in 1875. But this does not tell the whole story. Prices now are very much lower than they were thirty-five years ago. The bulk is greater, but the selling prices less, and the profits smaller in proportion. How much smaller may be judged from the following instance: A manufacturer told the writer that in 1879 his six kilns netted him \$79,000. Such profits now are unthinkable.

Like the glass men, the potters have been selling too cheaply. Prices are less than at any time in the history of the trade, while the improvement in quality is wonderful. Some of the factories are making wares so far superior to anything produced ten years ago that there is no comparison to be made.

For the first nine months of this year the declared value of the toys imported from Nuremberg alone was \$1,854,319. This is \$246,186 greater than the shipments for the same period last year, and only \$50,058 less than the shipments for the entire year 1909. Toy imports for the present quarter will probably reach \$350,000, making the total for the year something over \$2,200,000, an increase of more than 15 per cent over 1909. These toys pay an average of 35 per cent duty, or a total of about \$770,000, and thus, without taking account of freight, they cost the American importers in round figures about \$3,000,000.

In the lamp trade a complete revolution has taken place within five years. The decorated glass lamp of a decade ago is now almost confined to the scheme houses. Gas and electric portables and fixtures have taken its place. Of course, oil lamps are still used, and always will be, but not to the extent of former years. It is a little difficult to get figures, but it is estimated that the business will exceed that of 1909, though the volume will be less.



Glass Vase

By the Utopian Silver Deposit Co.

The summary is that the business of 1910 is larger than 1909, with the advantage all on the side of the American manufacturer. The outlook is good for 1911. All that is needed is better prices, and that lies with the manufacturers themselves.

THE CHRISTMAS SPIRIT.

JUST now, when our homes are being decorated with holly, and our children's eyes are shining in expectation of Santa's annual visit, generosity and good fellowship (in its best interpretation) should be evidenced by our every action. A warm handshake and a hearty "Merry Christmas!" from the proprietor of an establishment is held in far greater regard by a clerk than a printed notice stating that the store will be closed Monday as an observance of Christmas.

The Yuletide season allows of no pessimism. The habitual grouch and fault-finder takes to the tall timbers at this time of year. A smiling face and cheerful bearing will do much toward gladdening the hearts of your associates. Get into the Christmas spirit!

ONE RETAILER'S OPINIONS.

IN another part of this issue we publish the views of many manufacturers, importers and dealers regarding the outlook for business during the coming year. On the whole they are very encouraging. Among those whose opinions were sought was Edward A. Abbott, of Chattanooga, Tenn. If anyone misses reading his letter they will lose a treat. It is as full of meat as an egg. Mr. Abbott has missed his guess as to the nature of the replies to our request for information, for in the main they are very optimistic, and, in our opinion, of considerable value.

He takes occasion to ask some very pertinent questions, and deserves an answer. As to where goods shall be bought, we believe, from our experience of more than thirty-six years, that the retailer can do better by purchasing his imported goods in New York than he can abroad.

To his inquiry about price-marks we say: Mark goods in plain figures and with a good big margin of profit. If they do not sell at those prices, mark them down till they do. Get rid of slow sellers as quickly as possible.

There is good cut glass in the market. If dealers would stop buying the glass that is only cut in price there would not be any of it made in a year's time.

The compliment conveyed in our correspondent's reference to the "good old reliable CROCKERY AND GLASS JOURNAL" is thoroughly appreciated, and we can assure him that it will always "lend a hand" to anything that has for its object the betterment of the trade. That is what it exists for.



PERSONAL.

FIVE or six years ago a young man named Kupper, in charge of the decorating department of Chas. Ahrenfeldt's factory at Limoges, arrived in New York for the first time. His object in coming here was to familiarize himself with American tastes and needs. His ability, added to a pleasing personality, won him hosts of friends, and when he went back to France he was prepared to produce designs according to the demands of the trade. His advance was rapid; soon he was making regular trips throughout the United States; now, having purchased the entire business of Chas. Ahrenfeldt & Son in New York, he is at the head of one of the largest French importing houses in the country.



Frank W. Primrose, who for the last two years has been with the Burley & Tyrrell Co., Chicago, and previous to that with Blakeman & Henderson, has engaged with Graham & Zenger.



John Morgan, of J. Morgan & Sons, has been troubled for the past few weeks with an attack of grip. He has not been forced to be absent from business as yet, but is considerably handicapped by the ailment.



Emil Kupfer, the Brooklyn cut glass manufacturer, was severely burned about the face Thursday of last week while mixing acid. He reappeared at the factory the following day, however, and no serious consequences are anticipated.



Ellis Buxbaum, of the American Art Glass Co., spent last week at Lakewood, N. J., taking the rest cure.



Harry Moskovitz has been appointed assistant buyer of the Simpson-Crawford Co. He was formerly head of stock for this concern.



Geo. Smallwood, who for many years sold china on the road, achieved prominence as a salesman and popularity as a man. His natural ability and vivacious manner kept him to the front all the time. The trade will recall that in February, 1902, he was injured in a railroad wreck, and for years was incapacitated. "Traumatic spastic paraplegia" was the formidable name given his condition by the physicians. George says he wasn't surprised, after being mauled as he was by the wreck. He was finally cured by osteopathy, and became so impressed with the science that he

took up the profession. Just as he became prominent as a salesman, so he has risen to popularity as a "D. O." Last month he lectured before the osteopaths in New York on "Partial Paralysis from the Standpoint of Patient and Physician," and was enthusiastically received. "You can't keep a good man down."



Fred. C. Herr, with Bawo & Dotter, suffered a great bereavement Dec 12 in the death of his only little girl, aged four years and eight months.



George E. Nicholson, with the Salo Mfg. Co., Binghamton, N. Y., left last Thursday for a visit to headquarters. He will be gone about a week.



There is no buyer more popular with the traveling salesmen than Thomas A. Neely, in charge of the Boggs & Buhl department store, Northside, Pittsburgh. He started in with Lord & Taylor when that house and R. H. Macy & Co. were the only two department stores in New York having china and glass departments. Mr. Neely went with Boggs & Buhl seven years ago, and has made a great success.



After another season of hard work, Henry Saul, with Hollweg & Reese, Indianapolis, is back in the city. His home is here, and he expects to take the "rest cure" until the new samples are ready to be exploited, about the first of the year.



The engagement is announced of Miss Ethel Brown, of Brooklyn, and Chas. L. Weddle, city salesman for Wm. Dealing, 25 West Broadway.



"Barney" Flannery, a fixture salesman having extensive acquaintance in the trade, has resigned his position with the Dale Co.



S. E. Steininger, with Frank & DeKeyser, finishes up three weeks' jury service this week.



Chas. P. LeBerthon, who formerly traveled for A. H. Hoag & Co., is now selling the line of the Imperial Art Glass and Lamp Works.



R. S. Plowman, one of the veterans among the glass salesmen, will sell the lines of the Jefferson Glass Co. and Beaver Valley Glass Co. in the metropolitan district during the coming year for Frederick Skelton, the New York agent.



F. H. Lang, who has been buyer and manager of the china, glass, toy and housefurnishing departments of Kenny & Bros., Canton, O., will retire from

that position Dec. 24 to go with Kinney & Levan, traveling from the Pittsburgh branch office. Miss Merritt, formerly with J. M. Wilson & Son, Sharon, Pa., becomes buyer for the china department of the Kenny store, while P. F. Eaton takes charge of the housefurnishing department.



Paul Fueslein, who has been at the Palmer House, Chicago, with Bawo & Dotter's lines, is back for the season.



Myndert A. Vosburgh, president of the Manufacturers' Household Goods Exposition Co., is contemplating a trip through the various pottery centers in the near future.



James McCann, of A. A. Vantine & Co., opens January 2 at the Grunewald, New Orleans, with a full line of china, novelties, etc. He is scheduled to leave on the 27th, and will be out about three months.



H. J. Wetherell, who has been for the past week displaying the Edwin M. Knowles China Co.'s line at the New Grand, this city, left on Monday.



Joseph Irons leaves next Monday on a Southern trip, and will open two permanent offices while away. One will be in New Orleans, and in charge of his son Andrew, and the other will be located in Atlanta, Ga.



Lindsley Haviland, of Haviland & Abbott, came in last week from his final trip of the year.



D. R. Marshall, Eastern representative of the Tarentum Glass Co., returned last Friday from a trip to Pittsburgh and the factory at Tarentum, Pa.



Joseph Knox, president of the United States Glass Co., spent a day or two in New York the latter part of last week.



James W. Neil, formerly with the Mitchell, Woodbury Co., Boston, has been added to the selling staff of L. Straus & Sons.



M. S. Benford, who sells the Kupfer line of cut glass, is making his calls with the aid of a stout cane, the result of straining the ligament of his leg in a high-jumping contest last week with a member of the Graham & Zenger staff.



Among the china and glass buyers in the Pittsburgh district none is better liked than I. Rothstein, with the Kauffman store. His department is one of the "sights" of the city.

Our 1910 propositions gave us a
wonderful volume of business.



Our 1911 propositions are greater,
and should repeat. Call and see
these **REAL NEW GOODS** in
our sample room.



— THE —

Potters' Co-Operative Co.,

(Dresden Pottery Co.,)

EAST LIVERPOOL, OHIO.

My Boss Says—

"There is only just one thing that'll make a woman madder than to find her husband hugging the cook, and that is to have one of her female friends butt in and hire the cook away from her."

It's got so now that when the "old man" gets on one of his phylosophizing streaks, everybody in the office, even down to the stub-tail cat, hunts around for some excuse to get out and stay out until the paroxysm passes over. Just the same, though, he's apt to hit the nail—and that's usually some one of us—on the head, and that's probably the reason also why we're not real overly fond of it.

The Boss Lighted a Fresh Five-Cent Cigar

and continued: "After your day's work is done you fellows may hug your wives, your cooks, if you choose, or any convenient lamp post which happens in your way, just according to your several tastes and inclinations; but during working hours I want your undivided attention placed on the ROCHESTER CUT GLASS COMPANY'S line of tumblers and stemware."

This boss of ours has got a mania for making good with this Rochester line, for the women folks have told him the line is a dandy. The boss also says, says he, that the Rochester Cut Glass Co. will have twelve new patterns ready January 1. He knows, for he's been tipped off, I know.

Rochester Cut Glass Co.

AN EXCLUSIVE TUMBLER FACTORY,

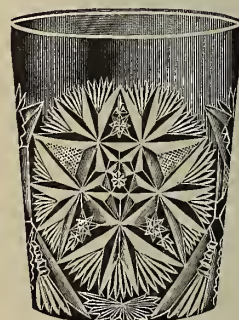
ROCHESTER, PA.

Established 1896.

New York Office, 55 Park Place.



Footed Sherbet
Cut 233



9-oz. Tumbler
Cut 259



Goblet. Cut 224

Edward Butler,

IMPORTER AND MANUFACTURERS' AGENT,

67-69 Park Place, New York,

SOLE AGENT FOR UNITED STATES, CANADA
AND MEXICO FOR

Wedgwood & Co., Ltd.,
Booth's, Ltd.,
Foley Art China,
Soho Pottery, Ltd.,
Gater, Hall & Co.,
A. G. Harley Jones,
Lingard, Webster & Co.,
T. G. Green & Co.

SPECIAL INDUCEMENTS:

QUALITY - - - PRICE.

Call and verify these facts.

Canadian Sample Room: 58-64 WELLINGTON ST., WEST, TORONTO.

THE

Duncan & Miller Glass Co.

WASHINGTON, PENNA.,

MANUFACTURERS OF

Fine Crystal Table Glassware.

Samples of our new line will be on exhibition at the Fort Pitt Hotel, Pittsburgh, Pa., during the month of January, 1911, and also at the following sample rooms:

Paul Joseph, 55 Park Place, New York City.

L. A. Fletcher, 157 Federal St., Boston, Mass.

Joseph Tomkinson, 213 Commercial Bldg., Philadelphia, Pa.

Green & Thomas, 33 S. Charles St., Baltimore, Md.

Marsh & Kidd Co., 617 Mission St., San Francisco, Cal.

Off The Beaten Path.

BELIEVING the time opportune for a radical change in decorative treatments on FRENCH CHINA FANCY GOODS, we are bringing out for the spring IMPORT SEASON of 1911 a series of decorations which depart from the conventional French styles entirely, yet retain that aesthetic beauty of drawing and coloring which distinguishes French ceramic ornamentation.

Samples are now arriving. The whole collection will be ready early in January. We know you will be anxious to view it.

There will also be on view a most interesting line of French China DINNERWARE—interesting in price-worthiness, and, what you will appreciate best, innovations in table-ware decoration.

BLAKEMAN & HENDERSON

25 West Broadway, New York.

Royal Worcester Porcelain

TRADE MARK



1751
1911

Our herald announces to you the fact that the reception accorded the new productions in

Worcester Royal

(The aristocrat of English Chinas), has been extremely flattering.

It has redoubled the zeal and determination of the grand old WORCESTER factory and ourselves to submit the coming season a series of productions which will prompt the discriminating buyer to doff his hat in admiration.

The new lines will be displayed in February.

MADDOCK & MILLER

SOLE REPRESENTATIVES IN THE UNITED STATES

53 Barclay Street, - - - NEW YORK

— We Wish All in the Trade a —

Merry Christmas and A Happy and Prosperous New Year!

John Maddock & Sons, Ltd., England—Royal Vitreous
Dinner Ware, Vitrified and Adamant Hotel Wares.

Charles Allerton & Sons, England—Porcelain Dinner Ware,
Blue Willow, Stockholm, Blue Onion and Cairo patterns.
Unequalled common print short lines. Allerton's Old English
China; best popular-priced line in the business.

Price Bros., England—Teapots, Rockingham Ware—in Rock,
Jet and Samian finishes.

Maureil, Chapeau, Charles & Verrier—makers of the up-to-
date Chateau China, Limoges, France.

Maddock & Miller,

Sole Agents for Above.

53 Barclay Street,

New York.

Something Sensational!

SEE OUR NEW PATTERNS OF

Colonial-Intaglio

PRESSED TABLEWARE

before placing your orders. Samples on display in our various showrooms January 1st. We will have no representative in Pittsburg.

FOSTORIA GLASS CO.

Moundsville, W. Va.

SAMPLE ROOMS:

John Nixon, 66 West Broadway, New York.

H. A. Marshall, 807 Masonic Temple, Chicago, Ill.

H. T. Edwards, 105 Federal St., Boston, Mass.

Jos. Tomkinson, 213 Commercial Bldg., Philadelphia, Pa.

H. J. Blakeney, 227 Elm St, Dallas, Texas.

W. T. Owen, 304 W. Baltimore St., Baltimore, Md.

A. H. Sharpe, 352 Main St., Buffalo, N. Y.

B. F. Heastand, 86 Third St., room 203, San Francisco, Cal.



LOWESTOFT PORCELAIN IN THE METROPOLITAN MUSEUM OF ART.

The Scarcity of Lowestoft China.

AN eminent authority on Lowestoft china, Dr. Barber, asserts that the majority of specimens found in so-called Lowestoft collections in this country are not at all genuine, but rather are pieces of Chinese porcelain, evolved and painted by Chinese artisans, and hence have no connection whatever with the fragile bits manufactured in the little English factory, which closed its doors and ceased its output more than 100 years ago.

This assertion will undoubtedly bring consternation to collectors and possessors of old-time china who have fancied that the pieces owned by them were genuine Lowestoft specimens, says the "Boston Globe," but Dr. Barber is in a position to verify his statements, for after years of earnest study he has become thoroughly familiar with the distinguishing characteristics of this rare old ware, and consequently his assertions are well worth heeding.

He has succeeded in obtaining a dozen genuine specimens, which are exhibited at the Philadelphia museum, and these, according to himself and several other trustworthy authorities, in addition to a very fine cream pitcher shown in the collection at the Essex Institute at Salem, Mass., and the cup and saucer displayed in the Watkinson athenæum at Hartford, Conn., together with a few other pieces included in private collections, are practically the only genuine Lowestoft pieces to be found in America.

A little consideration will convince one of the truthfulness of this assertion, for it stands to reason that a little factory such as the one at Lowestoft undoubtedly was, with only one biscuit oven and one enameling kiln, and employing but 70 persons during its most prosperous seasons, could not possibly have turned out the great quantity of china accredited to it.

The principal cause of the mix-up relative to the genuineness of Lowestoft china was brought about by W. Chaffers, an old china authority, who made a sad blunder in regard to the products of the Lowestoft factory, and was thus responsible for the spread of a

theory which has turned out to be one of the worst mystifications recorded in ceramic history.

During a visit which he made to Lowestoft in quest of information he came across numerous pieces of porcelain bearing the crest and initials of the old families of the town, which their possessors declared were heirlooms long preserved that had been made at the local factory that existed at one time. Naturally he concluded that he had come upon an important discovery, but he failed to take into consideration a few points of primary importance. He neglected to observe that the same kind of porcelain as that of which he was endeavoring to localize the origin was to be found in every country which had had commercial intercourse with the east—America as well as Europe—and that like specimens could be purchased in every antique shop at home and abroad.

If he had given these facts a little thought he would have realized that such an enormous supply could only have come from some manufacturing center of amazing magnitude, and not from a little factory in existence but a comparatively few years, and thus would have saved all the controversy his erroneous statements brought about. Then, too, the paste of the china which he called Lowestoft was undeniably of oriental character, and as there is no record of hard porcelain ever having been made in the little English factory, this point would have convinced him of his mistake had he but thought to consider it.

The factory at Lowestoft is supposed to have been started about 1755 and to have closed in 1808. Its original owner was Hewlin Luson of Gunton hall, who, having discovered clay on his estate, had it thoroughly tested, and finding it excellent, set up experimental kilns and obtained workmen from London. The first attempts at pottery making are thought to have been a rough imitation of delft ware, and several pieces of white and blue fancies, inscribed with local names and dated 1755, seem to bear out this theory.

Mugs of various sizes, tea services, punch bowls and dishes seem to have been largely made, and they are generally painted with simple designs in underglaze blue, although there are few known pieces in which black has been used. The ware of authenticated pieces resembles some of the inferior specimens of Bow or Chelsea. It is not very translucent, and when viewed by transmitted light has a distinct yellowish tinge. The glaze is slightly blued with cobalt and often has a dullish look caused by imperfect firing, and this same careless method of firing also very often "specked" the ware with black paint.

In 1770 the works were the property of Robert Brown & Co. and they had a warehouse in London known as the "Lowestoft China Warehouse," located at 4 Great Street, Thomas the Apostle, Queen Street, Cheapside, where sales of the ware were held. The elder Brown died in 1771 and the management of the factory was undertaken by his son, Robert, who made great experiments in pastes, and under his direction the factory turned out much better work.

Lowestoft may be divided into two classes, the first dealing with the early period when blue and white ware was made, and the second with the period when a finer and higher class of goods, with heraldic devices and floral embellishments were produced. It was probably about 1790 that decoration in enamel colors was first used, and there are many authentic pieces ornamented with sprays and festoons as well as borders of simple scale and chequer work patterns which have been brought to light.

It is over this latter class that so many controversies have taken place. It has been claimed that the ware was oriental and imported in a half finished state from the east and refired and painted at Lowestoft. This theory has been disproved by the evidence of a workman at the little English factory, who positively declared that no oriental porcelain ever came to Lowestoft to be decorated. Then, too, without this testimony, it can be readily understood that the owners of the little English factory could not have afforded to import porcelain from China, for a large duty then existed on imported china, and the Lowestoft ware was produced at a very cheap cost to compete with the output of the Derby, Worcester and Staffordshire potteries.

The most frequent decoration upon the higher grade of Lowestoft china is the rose, and this pretty flower

adorns a grade of the ware which was finer than any sent out by Bow or Chelsea. It is the emblem of the finest decorator the factory ever had, a man named Rose, a French refugee, who sought shelter in England. He first came to the works about 1790, and soon after was promoted to the position of head decorator. By his wonderful taste and delicacy of touch, he greatly improved the products of the works, and under his influence the ware attained its highest state of decorative perfection. Underneath many handles on dainty Lowestoft cups will be found a tiny rose—his mark.

The factory ceased operations between 1803-4, owing to the severe complications of the Staffordshire potters, as well as heavy trade losses. Up to within the last seven years no trace of the old factory could be found and no fragments of china were ever dug up, but in December, 1902, the discovery of the old Lowestoft kiln was accidentally made. The flooring of the kiln for dry malt in the brewery of Messrs. Morse was removed to make a drain and beneath several molds and fragments of china were found. This discovery led to a complete investigation of the premises, and largely owing to the efforts of A. Merrington Smith of Lowestoft steps were taken to commence excavations, with the result that in July, 1903, several bushels of broken molds and fragments of china were brought to light, which proved beyond a doubt that at last the site of the old kiln in which the Lowestoft ware was fired had been ascertained.

Through the bequest of James T. Woodward, there has lately been received by the Metropolitan Museum of Art, this city, a remarkable service of sino-Lowestoft porcelain, comprising some two hundred and ninety-seven pieces, a few of which decorate the head and foot of this article. Tastefully ornamented with floral designs in rich overglazed enamels, the pieces are further embellished with oval medallions containing the arms of the Chase family, one of the oldest families of Maryland, for whom the service was originally made. This set, known for over a hundred years as the Chase china, is worthy of note, not alone for the unusual number of pieces that even to-day make up almost an entire set, but also for the unwonted excellence of the famille rose enamels which decorate it.



LOWESTOFT PORCELAIN IN THE METROPOLITAN MUSEUM OF ART.



Paroutaud Gold - Encrusted Plate.

At Fondeville & Van Idersline's



The Making of Glass Beads.

NEVER to be forgotten are the days spent in Venice last summer by a representative of the Crockery and Glass Journal—so utterly unlike those of our own prosaic cities are the sights and sounds continually revealed. It is a delightful and by no means rare sight when our gondola is lazily gliding from Murano to Venice or threading some of the narrower side canals to encounter a sandolo, as the more modest boat used by the people is styled, wherein is seated one of those characteristic majestic Venetian women, bareheaded, black shawl draped, surrounded by boxes, large and small, filled to the brim with beads of every size and shape, of every scintillating color of loveliness. She is doubtless a *maestra di impiraresse*, as they say in Venetian dialect, that is, the “boss” of a group of bead threaders. She has been to Murano to fetch from the glass factory that employs her the raw material of her trade and will now distribute the beads among the women who work under her to thread and make up into the various sized and weighted bunches demanded by the trade, requirements which vary from country to country and continent to continent.

It is in the poorest parts of Venice, where the tourist rarely penetrates, behind the public gardens, where there are now some streets reclaimed from the water called Rioterra, out by the Madonna dell’Orto, among the mazes of the Fondamente Nuove, that women of all ages can be seen sitting in the sun at their house doors, the wooden trays filled with beads held on their laps.

Some are grouped around tables where a superintendent presides and are chattering or singing in unison the special songs pertaining to their trade. Others are alone or working in couples. But on the knees of all are trays filled with beads, replenished at intervals from the glittering boxfuls that stand beside them on the ground. Weary work—mechanical, monotonous to a degree. Surely a machine could do it as well.

I put this to one of the largest manufacturers and exporters of these goods, writes Helen Zimmern in the “Guardian,” and learned to my surprise that this was not the case. Thousands, he told me, had been spent on the attempt to make a machine that could replace these human threaders, but with no result so far. Birmingham had succeeded in inventing a machine that could sort the beads into sizes, but therewith mechanical skill ceased. Indeed, the best and finest of the special kinds of needle required for this industry cannot even be made by machinery.

A bead threader’s outfit consists of a wooden tray called a *sessual*, oblong in form, with the needful measurements of length incised, the various needles, about eighteen centimeters in length, of seven different thicknesses, a rude sort of case for storing the needles and the special kind of linen thread on which the beads are strung. The needles are ingeniously united together by the women in a bunch of from forty to sixty, which the worker manipulates with her right hand, dipping it rapidly into the bead-filled tray while the left lightly presses the fan-shaped bundle—*palmeta* it is called—to keep it in place. The work is paid for by the bunch; 480 threads go to a bunch if the beads are small; 240 if large. The price of a bunch varies from 8 cents to 17 cents, according to the coarseness or fineness of the beads or the lengths into which they are strung.

When a woman works for a “boss” needles and thread are supplied, and she is paid wages. Sorry enough they are! After long hours of weary mechanical work, bending over a tray, one franc a day will be the remuneration. And yet so great, so increasingly flourishing is this trade, that of beads alone, not counting the table and ornamental glass that Murano and Venice turn out, 5,000,000 kilos are exported annually, besides another million kilos turned out between Bohemia and Cluny in France, where there are factories in which Venetian beads, though only of the commonest type, are made by Venetian workmen.

Roughly, beads are divided into two categories, those made in masses and those made separately. The latter are called “lamp” beads, because each bead is made individually by the aid of a strong gas or spirit jet, and it is these that are varicolored and richly ornamental. They are the direct descendants of those found in Egyptian and Etruscan tombs and are still made practically in the same way. Naturally they are more costly, though how they can be made for the retail price at which they are sold is a wonder.

For a certain class of these beads there is a great demand among savages. Cylinder-shaped pieces of variegated colors and varying sizes, some quite large, are shipped to the Congo by the ton on behalf of the Belgian Government, which passes them off to the natives as money. What value is placed on them when they arrive I do not know. The cost price of the largest is 2 francs, 50 centimes.

The foundation of which the beads are formed is a fine white silica sand that comes from Fontainebleau. It is found also in Sicily, near Trapani, but the Italian

variety contains too much iron and can only be used for common beads. This sand is mixed with various chemical substances and metallic oxides, according to the colors required. Crimson can only be procured by the use of real gold, and the secret of the fine old red, long lost, has just been rediscovered. Fortunately, a hundred-thousandth part of gold suffices. Yet another red is obtained from copper, and lead enters largely into the composition of certain yellow beads, which are very heavy in consequence. Indeed, the varieties that can be produced are endless, and many factories have specialties in color of which the secret is as jealously guarded as in the fifteenth century, when the manufacturers of Murano formed themselves into a guild with a Libro d'Oro, or register of nobility.

When the composition has been made up it is smelted in ovens of 2,500 Centigrade degrees of heat. When fully melted and skimmed two workmen dip an iron tube into the tank and take out some of the molten mass, which when their tubes are held upright lengthens by its own weight into a bulb about the size of a large breakfast cup. After rolling this on a special table to secure a spherical shape, they perforate the hot bulb of glass with a piece of iron. After this the two men approach their bulbs, still soft and highly heated, so as to fuse them into one. This done, they quickly walk away in opposite directions in a long shed like a rope walk, pulling the molten glass behind them and drawing it out till it attains the thickness required.

Seventy-five meters is the usual length for a fine or medium sized bead, but a molten lump can be drawn out a kilometer or more. The glass thus drawn out retains the tubular character given by the blowing and perforating. When cooled—and this process is very rapid—these long glass rods are broken up into lengths of about half a meter, are packed into boxes and are then sorted by women into groups of different thicknesses, for the drawing process is a little rough and ready, and hence the results are unequal.

After being sorted the rods are placed on a machine that cuts them into the size of bead required, and as they drop into the boxes waiting to receive them they are indeed masses of glittering beauty. These roughly cut beads are now placed in an iron drum containing a mixture of plaster and charcoal, which enters into their perforations and also prevents them from sticking together while soft. This drum is placed in a furnace and subjected to a sharp rotatory movement for some minutes, an operation that causes the short bits of glass tube, softened by the heat, to become rounded.

They are taken out, rolled and shaken in sea sand and after that put into barrels filled with bran. These barrels are rotated by machinery for about twenty minutes, an operation that restores the polish lost by the second firing. The next step is to place the beads in a machine that quickly and ingeniously sorts them according to their sizes, dropping them into different

boxes, according to their dimensions. It is these boxes that are then distributed to the bead threaders. I saw hundreds of such boxes standing ready, of every size and shade of color, and exquisitely beautiful was the effect. Each country, my courteous guide explained, has its specialties. For example, heliotrope beads of all shades are almost exclusively exported to France, and so are the dead white with untrimmed edges. They are used for funeral wreaths in that country.

When the *impiraressa* returns the beads made into bunches these are carefully weighed. If the weights and sizes are correct they are passed into the packing room, where girls and women make them into neat parcels. Except at the furnaces, all the work is done by women, and is not heavy or unhealthy. As I was leaving I saw in a courtyard whole hillocks of broken common black and white bottles. "And those?" I asked. "Oh, those are most valuable to us. We fuse them to make the coarse white and black beads that are in immense demand among the African natives." To those of conservative temperament it is pleasant to see that Venice, as of old, still practices those sumptuous and costly industries of lace and glass for which she has for centuries been world-famed, and that, like her art and architecture, minister to the pride and joy of life.

GLASS RECIPES.

TO obtain a dark green for shades cased on opal the following formulas will be found of value:

Sand	100 parts
Soda	21
Pearl ash	12
Limestone pulverized	12
Nitre	1½
Nypo-oxide chrome	2
Black oxide copper	3
Red oxide iron	1
Oxide cobalt	½

For white opaque glass:

Sand	100 parts
Soda	20
Pearl ash	7
Limestone pulverized	15
Cryolite	15
Read lead	1
Nitre	2
Arsenic	1

Both of the above batches are easily melted, and require no high heat. In the small German and French furnaces where colors are made, end pots are generally used, where the heat is easily controlled, to prevent the burning out of the color. Where cold blast can be applied, the regulation of the heat should be an easy matter. The pots used for making opal are usually too large, except where colors are blown separately and several shops can work out of the same pot. In casing glass, where the quantities used are small, and not more than one or two shops can work on cased ware, the pots should be small.

Theodore Haviland

Limoges,

FRANCE.

Theodore Haviland & Co.,
25 Murray St., New York,

The Union Stopper Company

MORGANTOWN, W. VA.

Table Specialties

IN FINE PCT GLASS

Hotel Tumblers, Salts and Peppers, Candlesticks, Table Sets, Punch, Lemonade, Water and Berry Sets, etc. Private Mould Work Solicited

WAIT FOR OUR 1911 PATTERN

New York Showrooms, 25 West Broadway. William M. Warrin, Representative.

Tel. 4139 Spring.

Established 1860.

The Oldest Decorating Establishment in the Country.

WARRIN & SON,

DECORATORS OF TABLEWARE.

49 Wooster St., New York.



DOWNTOWN OFFICE,
25 West Broadway.



This is a solid glassrod 18 inches long, and 1/2 inch in diameter; comes complete with Heavy, Nickel-Plated Brackets and Screws.

Retails for 25 Cents.

THE REED GLASS SPECIALTY CO.,

25 West Broadway, New York City.

Samples mailed promptly. Orders given immediate attention. Our price on same, complete, packed not less than six dozen to box, is

\$24.00 per Gross.

F. O. B. factory, no charge for packing. Terms, two per cent. ten days; thirty days net.

25 YEARS IN THE DISTRICT

William M. Warrin,

25 West Broadway, New York.

REPRESENTING

Croxall Pottery Co.

Bastow Mfg. Co.

The J. W. McCoy Pottery Co.

Huntington Tumbler Co.

West End Pottery Co.

Union Stopper Co.

Zanesville-Crooksville Sales Co. Reed Glass Specialty Co.



T. & V. FRENCH CHINA.

DECORATED AND WHITE.

IN STOCK.

Increased demand has forced us to take additional space and increase our stock for immediate shipment. In Dinnerware we are now carrying

15 STOCK PATTERNS.

These patterns embrace the best re-tailing decorations ever produced on French China. New ones have been added for 1911.

We carry the largest line of

WHITE CHINA IN STOCK

for decorating. Twelve hundred different items are embraced in this immense collection, and new novelties are constantly added.

ON IMPORT.

Our display of French China import samples has also been extended and improved in our new showrooms.

Here you may select the fast-retailing decors or the more expensive gold-incrusted and hand-painted designs.

THE SHORT LINES.

In the short lines samples are shown with varying decors on Chocolate, Tea, Chop, Fish and Game Sets, etc.

PARTICULARS BY MAIL.

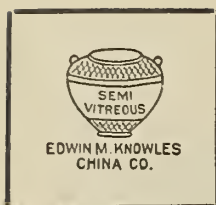
We will be pleased to answer requests for particulars concerning any or all of our lines.

Put our name down for a call when you come to New York.

VOGT & DOSE,

43 Barclay St., New York.

Sole Agents in the United States for Gustave Vogt, manufacturer of the Celebrated T. & V. French China.



WESTOVER.

NEW PLAIN DINNER SHAPE FOR 1911.

See illustration on opposite page.

MONTICELLO and MT. VERNON DINNER WARE.

We will have a number of new, neat and attractive decorations to show you on our different dinner ware shapes.

Montecito, Newport and Franklin Toilets,

— AND —

Ohio Covered Jugs—Chester Jugs

with new and attractive decorations.

The new decorations are now ready and can be seen in our SAMPLE ROOM. Our salesmen will have full line to show you after January 1st, 1911.

WRITE FOR CATALOGUE.

THE

Edwin M. Knowles China Co.,

EAST LIVERPOOL, OHIO.



Manufactured by
The Edwin M. Knowles China Co.,
East Liverpool, Ohio.

Vantine's KINRAN

Really New Shapes



In our new jewelry shapes we are showing a great number of designs which have never before been seen in porcelain.

The picture can give an idea of how attractive these shapes are, but it does not indicate how beautifully the decorations are made to harmonize both in coloring and pattern.

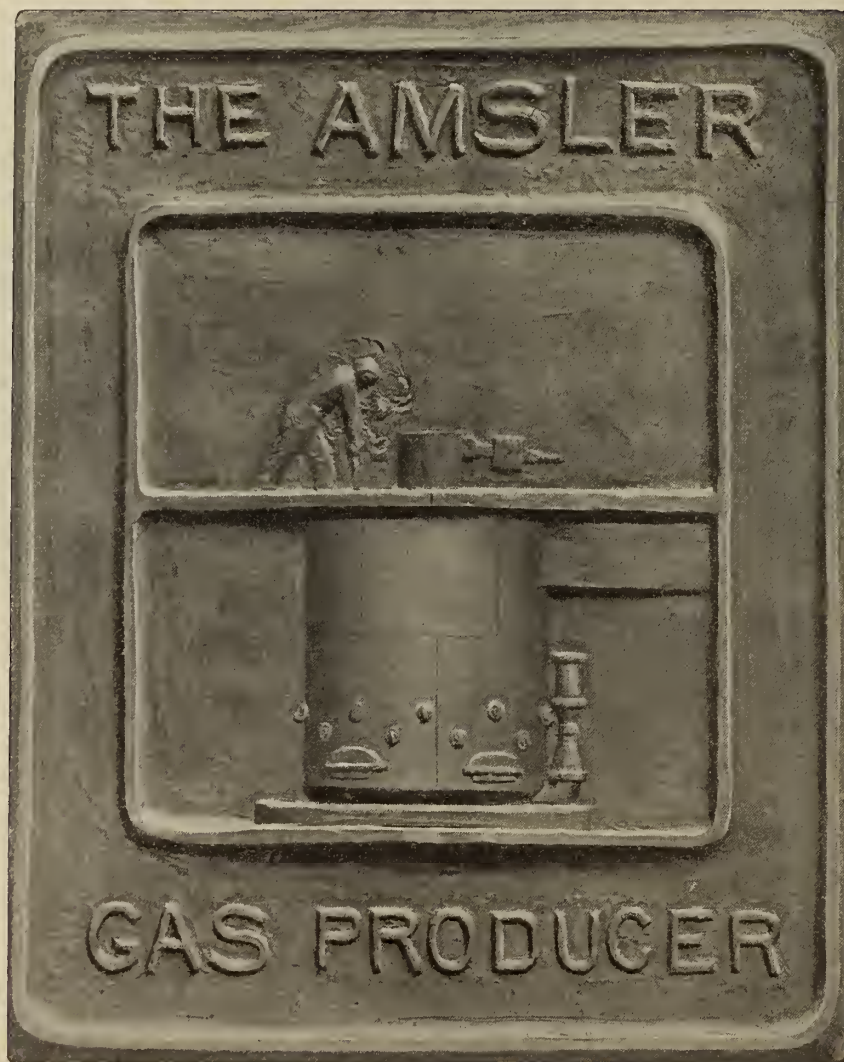
White Bone China Body

To further carry out the "jewelry idea," these shapes are all produced in white bone china.

The combination of the brilliant Kinran decoration and the clear white body gives an effect both unique and unusually beautiful.

We await your approval of the new samples.

A. A. VANTINE & CO., Importers from Japan and China **12 E. 18th St., New York**



The Amsler Gas Producer is especially adapted to the glass and pottery industries.

WALTER O. AMSLER, D.Sc.,

Combustion Engineer,

WABASH BUILDING,

PITTSBURGH, PA.

L. D. Bloch & Co.,

44 West Broadway,

NEW YORK.

Importers of . . .

China,

Art Goods

. . . AND . . .

Fancy Goods.



Manufacturers of . .

Candle,

Electric

. . . AND . . .

Lamp Shades.

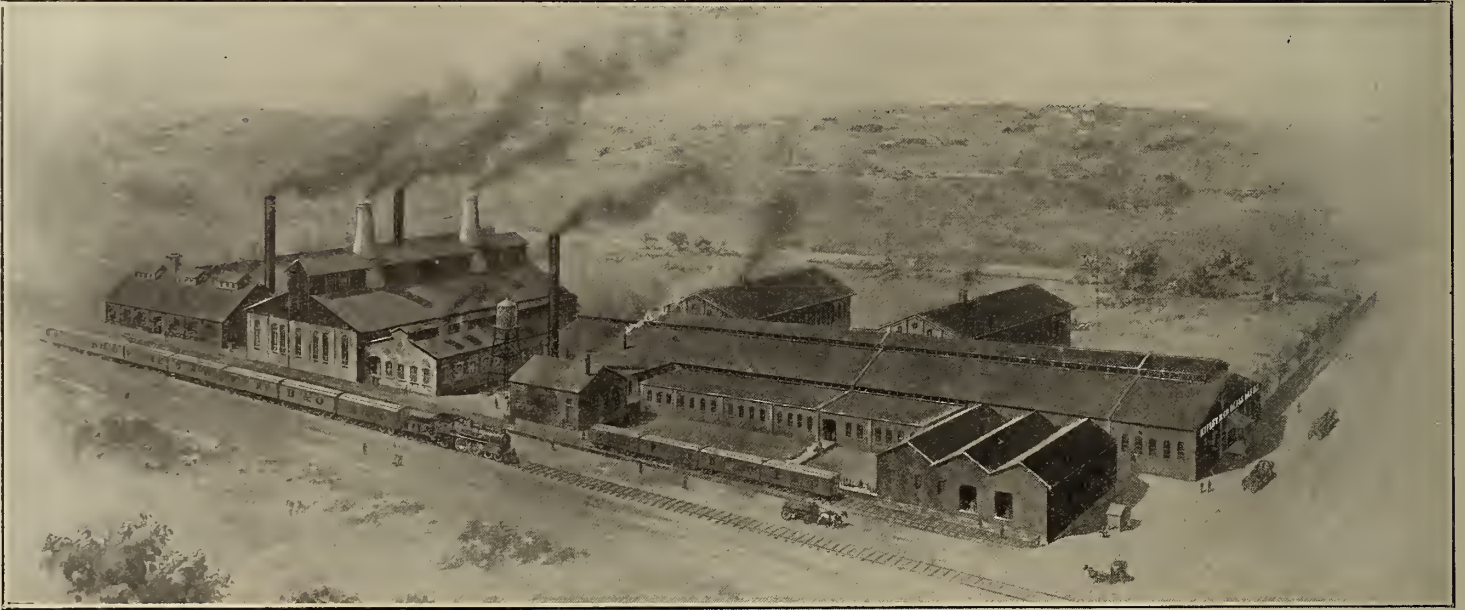


RIPLEY & CO.,



INCORPORATED,

HOUSE BUILDING,
PITTSBURGH PA.



WORKS AT CONNELLSVILLE, PA.

TO OUR FRIENDS:

After twenty years, during which time we have been actively engaged in the management of a large corporation (and thirty years prior to that time as Ripley & Company), we are back in the glass manufacturing business, soliciting a share of your favors.

Our new plant is located at Connellsville, Pa. The equipment is modern and up to date, embracing all improvements known to the art of manufacturing glassware.

We have with us the best talent and skilled labor procurable, and it is our aim to keep our product to the highest possible standard.

We make:

Display Jars
Sample Bottles
High Class Containers of all kinds
Pressed Tableware
Lead Blown Tableware
Lead Blown Tumblers
Lead Blown Stemware (etched, enameled and
gold decorated)
Novelties and Specialties



Our facilities for executing special Mould work are not surpassed by any other factory.

We do not expect to revolutionize the business, nor do we want all of your orders, but we can assure you that any orders you may be pleased to send us will be promptly executed, and we will see to it that the goods meet with your highest approval.

D. C. Ripley, President.
D. A. Ripley, Vice-President.
Frank E. Freese, Secy. and Treas.

Yours truly,

RIPLEY & COMPANY.

New York Office, Fifth Avenue Building, Madison Square.



Among the Potteries

East Liverpool and Vicinity.

The growth of the pottery industry here during the past thirty-five years makes decidedly interesting reading. The first pottery was established here in 1840 by James Bennett for the manufacture of yellow ware from clay discovered in this vicinity. Mr. Bennett was financially aided by Nathan Kearns and Benjamin Harker. Almost immediately afterwards Harker established the works of George S. Harker & Co., but it was not until 1862 that any great progress was made, when Congress imposed a tariff of 40 per cent on imported earthenware, which resulted in giving a new impetus to the industry.

Up to 1873 only yellow ware had been produced. In that year Knowles, Taylor & Knowles turned their attention to the production of white granite ware, meeting with success. Others followed their example, among them Homer and S. M. Laughlin, who in the autumn of the same year built a large factory. At present over 200 kilns are devoted to the manufacture of white ware, and ten to yellow ware.

The list of pottery manufacturers during the infancy of the industry in this city is as follows, with the number of people they employed at that time: McNicol, Burton & Co., 113; Burford Brothers, 59; Dresden Co-operative Co., 222; S. & W. Baggott, 48; H. Brunt & Sons, 31; Rowe & Mountfort, 35; Standard Co-operative Pottery Co., 61; Goodwin Brothers, 170; C. C. Thompson & Co., 205; Cartwright Brothers, 84; Croxall & Cartwright, 47; Knowles, Taylor & Knowles, 613; George Morley & Sons, 49; J. Wyllie & Sons, 66; Vodrey Brothers, 64; William Brunt, Son & Co., 190; Homer Laughlin, 137; George Harker, 105; Frederick, Shenkle, Allen & Co., 50; Wallace & Chetwynd, 101.

* *

Border decorations will predominate next year, although many coin gold effects will be shown. The demand for gold treatments is very strong.

* *

Not a word of complaint has been heard from buyers concerning the increased prices which will

become effective January 1. They realize that with the advance in raw materials manufacturers must get more for their goods.

* *

Philip H. Cullis, general manager of the Meyercord Co., Chicago, announces the purchase of the "decal" business of the Armor Lithographing Co., Pittsburgh, of which Harry Frank was general manager for years. Mr. Cullis has assumed charge of the Middle West territory for Meyercord, being compelled to give up inside work because of his health. Mr. Frank has joined the sale forces of the Chicago house. This firm is now the largest "decal" producing concern in the United States, and a general office will be opened here.

* *

Only two additional kilns were added to the capacity here during the past year. At Niles, O., six kilns have been placed in operation.

* *

The rush to get holiday orders out as speedily as possible continued with the manufacturers up to the last minute.

* *

At least six new dinner shapes, several new toilet designs and an endless variety of specialties and assortments will be ready for buyers in January.

* *

Jobbers will do more with domestic pottery during 1911 than ever before. During the panic of a few years ago they bought sparingly of import lines, finding that they could handle domestic goods with profit, and since then have been gradually increasing their accounts with the pottery manufacturers in this district.

* *

For a month workmen have been engaged in remodeling and refurnishing the sample room of the Knowles, Taylor & Knowles Co. New shelving of Flemish oak has been installed, and hardwood floors laid. A large mantel and fireplace grace the room, and before the burning gas logs a Spanish leather upholstered seat has been placed. From the ceiling

hang forty-four 40-watt lamps and sixteen 100-watt tungstens, which flood the spacious room with light. As one enters the room the eye is caught by what appears to be a sign, but instead a little bit of history is unfolded. In a neat frame is a piece of glass, under which are the following words in gold letters: "Of the 9,400 lights of glass in the china works, this is the only one found whole after the fire, Nov. 18, 1889."

* *

W. S. Crowl, Chicago, and W. L. Young, Danbury, Conn., representatives of the Smith-Phillips China Co., who have been at the home office for ten days, left for their homes early this week.

* *

B. F. Heastand, San Francisco, who has been representing the Edwin M. Knowles China Co. along part of the Pacific Coast, will hereafter cover Washington and Oregon for the Knowles interest. The line was formerly represented in those two States by the Eastern Manufacturers' Co. of Portland.

* *

It is reported that a new jobbing house will be opened in this city soon after January 1 and will carry in assortments complete stocks of domestic pottery, glassware and enameled ware. The company is now in process of formation.

* *

Buyers were registered in the district during the last ten days as follows: Louis Siegel, Baltimore; C. F. Morpew, Spokane, Wash.; Horace C. Gray, with Cincinnati Glass and China Co.; George W. Davis, Minneapolis, Minn.; W. E. Graves, of the Graves China Co., St. Louis; Samuel Levy and Son, New York.

* *

The general office and sample rooms of the Potters' Co-Operative Co. are to be remodeled. Several private offices will be built, and the general business office will be made larger.

* *

Considerable business for January shipment is being booked by local manufacturers. It is even related that some of the buyers who have been here are placing larger orders for January deliveries than they did last December. Quite a few of the buyers have said that their business for 1911 would be larger than heretofore, and an optimistic view of trade conditions for the new year is expressed.

* *

"The CROCKERY AND GLASS JOURNAL is like a letter from home," said W. S. Crowl, of the Smith-Phillips China Co. "I see it everywhere, and personally I consider it the best paper of the trade."



Concessions were made on both sides when the differences between the stoneware manufacturers and workmen were arbitrated at conferences in Zanesville

last week. A two-year agreement has been signed, effective January 1. The new scale follows: laborers from \$1.60 to \$1.75 per day; clay puggers from \$2 to \$2.50 per day; kilnmen (first kiln) from \$2.25 to \$2.75; kilnmen (second kiln) from \$2 to \$2.50; jiggermen from \$3 to \$6; slippers from \$1.75 to \$2.25.



President Duffy of the National Brotherhood of Operative Potters has appointed the special committee provided for in the agreement made at Atlantic City to take up the questions pertaining to underpaid articles in sanitary pressing. These committees will be under the direction of Vice-President Frank Hutchins, who will shortly call the men together.



The Kiss Art Pottery Co. is being formed by Charles Kiss, of Sag Harbor, N. Y., and J. E. Rierdan, of Brooklyn. The company will manufacture art pottery by a secret process, and the new plant will be ready for operation early in the coming year.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Dec. 3, '10	Correspond- ing period 1909	Exports Jan. 1 to Dec. 3, '10	Correspond ing period. 1909
Boston	98	97	7072	5816
New York	198	206	8208	6215
Baltimore	377	....	12992	16135
Philadelphia. ...	114	24	5236	3772
New Orleans....	10	....	2047	2240
Newport News..	....	84	204	1201
San Francisco ..	....	....	93	250
Portland (Me.)..	....	....	1090	1901
Galveston .....	....	18	1449	1424
Portland (Or.)..	....	....	25	95
Inland Points ..	44	60	1806	1216
Total..	841	489	40222	40265

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Nov. 26, '10	Correspond- ing period 1909	Exports Jan. 1 to Nov. 26, '10	Correspond ing period 1909
New York	568	177	3864	7480
Boston	43	90	6722	5509
Philadelphia. ...	53	44	5358	4098
Baltimore	20	396	15385	16796
San Francisco ...	....	....	244	207
New Orleans. ...	18	3	2214	2862
Portland (Me.)..	49	16	1994	1959
Galveston	18	....	1513	1393
Newport News ..	....	....	971	1117
Portland (Or.)..	....	....	55	55
Inland Points	21	27	1258	1261
Total	790	753	44596	42737



Faces that Brighten "the District."

Second Series.



It is authoritatively announced **Pittsburgh and Vicinity.** that the Rochester Tumbler Co. will operate four furnaces at the plant at Rochester, Pa. in January, and that at an early date steps will be taken to place the Keystone factory in operation. The latter has been idle for many years. Tank glass will be made at the Keystone. It is not decided as yet whether or not the furnace there will be worked. Many applications are being received from workers for employment.

So far as prices of glass are concerned, there is a tight market. Buyers are not hammering down first quotations, as used to be the custom. One manufacturer said this week that not only was the market firm, but there was a tendency toward higher levels.

Among the buyers in the district last week were G. W. Davis, Minneapolis; Mr. Bardol, Fall River, Mass; Louis Siegel, Baltimore; Mr. Newbury, with F. M. Kirby, Wilkesbarre, Pa; F. L. Van Deman, New York, and Mr. Holden, Minneapolis, with Butler Bros.

Managers of independent decorating shops are anything but pleased with the manner glass manufacturers are treating them this season. The latter, although their new crystal lines are completed, have delayed sending samples to the decorators in order that trials and early samples could be prepared. The delay will cause a considerable loss of early orders, both with the decorators and with the manufacturers who sell to the decorators.

A paste mold shop has been started by the Jefferson Glass Co. at Follansbee, W. Va.

The largest catalogue ever issued by a domestic glass concern is that now being sent to the trade by the United States Glass Co. It contains 388 pages, and there are nearly 3,000 illustrations, showing all goods made at Factory "K." Pressed tumblers,

goblets and stemware are shown ranging in size from a fraction of an ounce to eighty ounces, or five pints. The issue is known as Catalogue No. 113.

Reservations for the January displays in local hotels are coming in rather strong now. Five were made this week at the Seventh Avenue Hotel, and about thirty have been booked for the Ft. Pitt. Three import houses have at this writing booked reservations at the Colonial Annex.

A Western buyer in the district a few days ago called at the office of a local glass concern and said that one of the customers of his house had an order for 1,000 barrels ready for the manufacturer in January. "That was surely encouragement for 1911," commented the manufacturer telling the story.

One of the largest residence lighting goods contracts placed this fall was that secured by the Diamond Glass Co., of Uniontown, Pa., a few days ago, to fit up a \$50,000 home in that city.

The Ira A. Jones Co., manufacturers' representatives at Chicago, have renounced their intention of making a display at the Ft. Pitt Hotel in January.

The Johnston Glass Co. have removed to their new location in Fourth avenue, and are carrying an extensive line of tumblers and stemware. The sample room is the neatest of the kind in the city.

The sample rooms of the Oriental Glass Co. are being remodeled, and new office furniture and show-cases are being installed.

Confirmations of reservations at the Seventh Avenue Hotel for January follow: Dugan & Co., Indiana, Pa; Westmoreland Specialty Co., Grapeville, Pa; Lancaster Glass Co., Lancaster, O; Eagle Glass and Manufacturing Co., Wellsburg, W. Va.

The Ripley Glass Co. commenced to make glass Tuesday, **Connellsville, Pa.** a good force of workers reporting at the factory Monday to complete the preliminaries. All machinery was given a thorough trial, and worked perfectly. The lehrs, which are operated by an electric motor, were first tried out by loads of heavy brick being pulled through them. Pressed tableware is being made just now, but the entire line of molds will have been given a run of at least one turn ere another week passes. Much attention is to be given special mold work.



Announcement is made that the **Millersburg, O.** Millersburg Glass Co. plans to enter the specialty glass business at an early date, and the first production will be a patented glass item for use in railroad block signal systems.



Rock crystal glass is to be an added production of the Central Glass Co. in January. The first samples have just been completed. Contrary to previous plans, the Central will not exhibit in Pittsburgh this season. Other arrangements have been made and the reservations there cancelled.



The plant of the West Virginia Glass Co., which was destroyed by fire recently, will be rebuilt, and additional local capital will be put into the enterprise. Fancy glass novelties will be the production, as heretofore.



I. ROTHSTEIN,
Buyer for Kaufman's, Pittsburgh.

THE LOCAL GLASS AND POTTERY SHOW.

COMING at the time when many domestic glass houses and potteries, as well as some importers, exhibit their new lines at hotels in this city, the Glass and Pottery Show to be held at Marbridge Exposition Hall, Broadway and Thirty-fourth street, Feb. 11 to 25 inclusive, fills the long-felt want of a central exhibition place that is easily accessible.

Some innovations are included in the plans of the committee in charge of arrangements that are original and have met with the approval of the trade. In the first place, the booths are to be uniform as to construction and display signs. Then, a co-operative feature has been added which gives the exhibitor as much stock in the Manufacturers' Household Goods Exposition Co. as he pays for his space, and, depending on the success of the enterprise, dividends will be paid in the regular fashion.

M. A. Vosburgh is president of the company, and, due to his previous experience in matters of this nature, is extremely capable of attending to the many important details connected with such an enterprise.

BUSINESS BRIEFS.

Patrick's Department Store at Woodruff, S. C., was destroyed by fire December 15.

* *

McKenney & Waterbury Co., jobbers and retailers of lamps, Boston, suffered a small loss by fire last Thursday.

* *

The loss on the Bush-Smith Co. five and ten-cent store stock, which was burned December 18, is estimated to be between \$15,000 and \$20,000.

* *

Edward O. Coles has established a temporary office at 58 Hancock street, Brooklyn, and expects to be in the market by the first of the year with a line of wood fibre fixtures and art glass and metal novelties.

* *

Samuel Wolfson, dealer in five and ten cent goods, 889 Prospect avenue, Bronx, has filed a petition in bankruptcy with liabilities \$1,931 and assets \$1,705, consisting of stock \$700, fixtures \$1,000, and cash in bank \$5. John L. Lyttle has been appointed receiver.

* *

Articles of incorporation have been filed for the Herold China Co., which will establish headquarters at Golden, Col. John J. Herold, who has been for many years connected with various potteries in Ohio, is head of the new enterprise.

* *

The Sneath Glass Co., Hartford, Ind., are putting out something new in railroad lanterns. By the use of a chemical they are able to make the glass impervious to changes in the weather, claiming that cold water can be thrown upon the lantern while it is hot with no bad results.

— THE —

Taylor, Smith & Taylor Co.,

EAST LIVERPOOL, OHIO,

Announce their New Dinner Service,



PENNOVA,



by inviting the BUYERS' inspection when in East Liverpool. The decorations for this service are by the foremost artists, and the shape is modeled on entirely new lines.

We are also showing new decorations specially designed for our

— LATONA. —

Wm. G. Jackson will have line on exhibition at Palmer House, Chicago, week of January 22d, 1911.

Wm. C. Lynch will open display at New Grand Hotel, Thirty-first Street and Broadway, New York, room 41, February 6th, 1911.

HERMAN HALLE,

SELLING AGENT,

Fancy Metal Goods,

810 BROADWAY, NEW YORK.

After February 1st will show new lines from

The National Brass
Mfg. Co.,

CINCINNATI, OHIO,

MANUFACTURERS OF

Photo Frames, Mirrors, Clocks. Ink Stands,
Desk Sets, Book Racks, Sconces. Candle-
sticks, Candelabra and Fancy Novelties.



F. W. Kralert & Co.,

PHILADELPHIA, PA.,

MANUFACTURERS OF

Decorated Lamps,

Gas and Electric Shades.

Pitchers and Vases.

HERMAN HALLE,

SELLING AGENT,

Fancy Metal Goods,

810 BROADWAY, NEW YORK.

Also one of the best lines of Hammered Brass Jardinieres,
Ferns, Pedestals, Trays, and many other novelties
entirely new.

Cincinnati Artistic Wrought Iron Works,

CINCINNATI, OHIO.



Gas and Electric Portables,

Shades and Domes,

Andirons, Fire Sets,

Wrought Iron Novelties.

Would be pleased to receive a call from you. My new samples will be ready February 1, and many new novelties will be shown in all lines.

CATALOGUES ON REQUEST.

IF YOU ARE NOT GETTING

glassware up to the standard, and prompt shipments, why not talk it over with us? We are looking for business, and we can give you these things. If you could get better ware and prompter shipments at the same price you are now paying, wouldn't you, as a business man, look into the matter and see if what we say is so?

We are in the tumbler business, manufacturing blown and pressed tumblers, and we do needle and deep plate etching and light cutting. "Good enough" is not good enough for us. Our principle is work of the highest grade.

Our books are full of satisfied customers. It is our business to satisfy them, and we wish you would just jot our name down in "your little book," and either call and inspect the line, or request one of our representatives to call.

We are now placing on the market a new line of deep plate etched stemware and tumblers. It is ready for your inspection now, and it will afford us much pleasure and satisfaction to have you look it over.

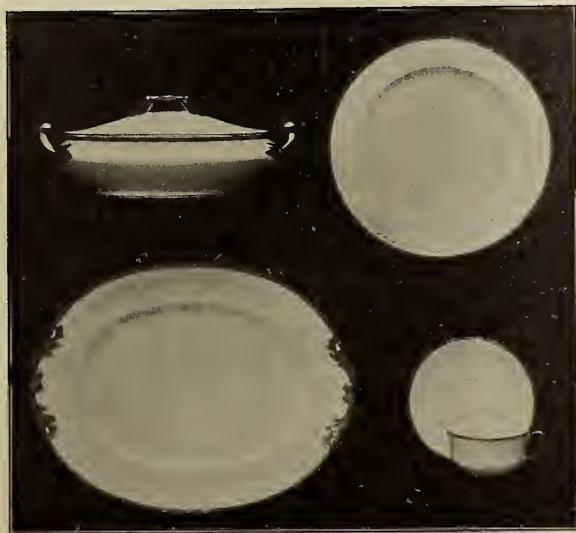
We do not advertise very often, so you may miss an opportunity unless you make a record of this right away. We have not lost one customer since we have been in the tumbler business, three years ago. We are getting new ones all the time, and have room for a few more. We will not accept more business than we can take care of.

BEAVER VALLEY GLASS CO.,

Factory and Office, Rochester, Pa.

NEW YORK OFFICE:

32 Park Place. Fred. Skelton.



La Porcelaine Limousine

FORMERLY

PL
LIMOGES
FRANCE

M. REDON



LIMOGES CHINA

ALFRED G. MOMENT, Agent, 25 West Broadway, New York.



THE

Rowland & Marsellus Co.

No. 47 Barclay Street,

NEW YORK.



ENGLISH CHINA,

EARTHENWARE

and GLASS.

WITH a feeling of deep gratitude
for all the kind favors shown
me, I extend to all my friends in the
trade my sincere wishes for a Merry
Christmas and a Happy and Pros-
perous New Year!

J. H. VENON.

Cambridge Glass Co.,

CAMBRIDGE, OHIO.

— 1911 —

will find us prepared with the most attractive lines we have ever produced. Those who know our wares will appreciate the statement. Those not already our customers we invite to compare our lines with any others made anywhere.

We shall have a large exhibit at the FORT PITT HOTEL, Pittsburgh, Pa., during the month of January.

We shall also have full lines at our NEW YORK OFFICE, 25 West Broadway, Mr. Dealing in charge, besides complete displays at Philadelphia, Boston, Chicago and Cincinnati.



Can You Make a Sketch?

THE salesman who knows something about art and has learned how to draw—and there are a number of them in the trades represented by this journal—has an immense advantage. No one knows better than the salesman the varying tastes of buyers in different parts of the country. He hears criticisms every day—how in the opinion of Smith, Jones and Robinson this decoration might be better or that design altered to its great improvement. If he is able to avail himself of these suggestions by sending in to the factory a sketch showing the wants of his trade the result is obvious. To such as care to cultivate this faculty the following advice by R. W. Hirschert will prove of value:

The subject of drawing is such a broad one that it would require a lifetime of study to master all of its various phases, and I doubt if one could accomplish it then.

It is possible for an artist to become a master in one particular branch; he may devote all his study and highest efforts to the painting of landscapes, to portraiture, or to illustrating, to designing, to mechanical drawing or draughting, but it would be utterly impossible to attain a perfect knowledge of all branches. Therefore, I shall only attempt to cover the subject by outlining a few of the fundamental principles of the art of drawing. These principles obtain in nearly all branches of art.

I would advise, first, that you cultivate an appreciation for the artistic, for you must first learn to appreciate before you can criticise intelligently. Appreciation can be cultivated in many ways: first, by the study of nature, for nature is the source that furnishes the finest and noblest inspirations to the artist. Nature is the basis from which we derive color; it furnishes us motives for ornament and design, etc.

The best way for us to study nature is to train the mind to see with the eyes. We see things with our eyes oftener than with our minds; for instance, you happen to glance up and see a tree, and by an automatic action of the mind you know it is a tree, but you do not remember its beautiful color, its shape, or anything about it, because you did not see it with your mind.

How many of you can tell in what respect the atmosphere influences the colors of nature, at what distance the trees and mountains assume a bluish and purplish tone; or have you ever noticed the effect of color reflected from one object to another? All these

things and many more you see every day, but only superficially, because your mind does not see them. Train yourself to observe these things, and you will find keener enjoyment in the careful study of works of art, for you will then have learned to appreciate intelligently.

Do not stop at nature; study the productions of good artists and designers; find out why they are good, what the various qualities are that make them pleasing to the eye. If you come continually into association with only the beautiful and the good, you will develop a taste for only the beautiful and the good. William Morris said: "Have nothing about you which is not either beautiful or useful."

Now, just a word about proper criticism. Criticism should be constructive, and not merely condemnation. We hear so many people say, "Why, that picture is no good," or, "What sense is there in calling that an old masterpiece? I cannot see anything in it." Now that kind of criticism is worthless, because it cannot affect the merits of a painting or design that is really good. It would be far better to say, "I do not like it," because that is your privilege; you are not compelled to like anything, no matter how good it is, but when you say it is no good you only display your ignorance on the subject. There are five essentials to be considered in a drawing: (1) Composition, (2) drawing, (3) color, (4) perspective and (5) treatment. Composition means the art of putting together two or more things or parts, and arranging and combining them into a whole, so as to conform to the laws of proportion and harmony.

There are a few vital points to take into consideration in the general arrangement of a drawing or a design. First, we must bear in mind that the eye is first attracted by the strongest tone or spot in a picture. This spot may be a mass of color, or a number of spots or parts, so grouped as to form a mass. It may be merely blank spaces—whatever your subject calls for. From that spot or tone the eye travels along the lines of least resistance and takes in the rest of the picture. Therefore, a design should be bound together, either by lines, color or even blank spaces, so that the eye, which travels very quickly, will be forced to follow the lines of the picture without effort. Avoid spotlines. Do not have so many different spots or colors that the eye is confused and is compelled to jump from one to the other. A design should form a complete picture and should not

have the appearance of being several pictures grouped or thrown together.

No matter how carefully drawn or how beautiful each separate part is by itself, if the parts are not well composed, or put together to form a harmonious whole, your design will not be good.

The finest quality of composition is that of balance. I do not mean that there should be an equal amount of light or dark, or that the one side should be the same as the other. We can get balance in very many ways; for instance, we get balance on a scale with a pound of feathers and a pound of lead. A row of houses all of the same size and all alike in style is not a very pleasing sight, although, in a sense, the street is evenly balanced. That is not the kind of balance we should seek in a picture. If we placed a large house of a different style at each end of the row, or if we placed this larger house in the center, it would not form a pleasing balance, but if we placed one large house about a third from one end, and introduced a tall tree half-way between this house and the end house, we would obtain a good balance.

Drawing means the proper construction of objects, figures and things. It means draughtsmanship. The drawing of figures, objects, etc., requires more study and practice than any other branch. It is the most important factor in the making of a picture. If the figures, objects, etc., in a picture are not well drawn—if they are not in proportion—or if the anatomy, shape or form is not correct, we would say that the figures or objects are out of drawing. Therefore, no matter how good the composition might be, or how harmonious the scheme, or how clever the color treatment, the picture could not be considered good if the figures and objects are out of drawing.

In studying color, I would again advise you to refer to nature. Nature contains more colors than man is able to reproduce. There are two classes of colors, warm and cold. The warm colors are reds, orange, browns, sepia, etc., chrome yellows, and olive. The cold colors are blues, greens, purples, and lemon yellow. Two or more warm colors or two or more cold colors will form a pleasing and harmonious scheme. For instance, if the predominant color in a design is red, the secondary colors ought to be warm in tone.

We may use cold colors, but they should be warmed up by mixing with warm colors, so that they may lean toward the warm, according to the requirements of the picture. Of course, the use of pure cold colors in a warm scheme is not prohibited; in fact, if used judiciously and properly, they are sometimes very desirable, but to do this requires a good knowledge of color. Therefore, if you have not this knowledge, I would suggest that you use either warm or cold color combinations, and there are innumerable varieties to be had. You cannot go wrong if you follow this rule.

Perspective is the art of representing things as they appear, and not as they are. If you stand in the center of a straight railroad track you will see that the rails

meet or come to a point. The place where they meet is called the vanishing point or point of distance. A horizontal line drawn at this point is called the horizon line. The horizon line represents the height at which your eyes are when looking straight ahead of you. All lines parallel with the tracks will meet at the same point. Other lines that are not parallel but run toward the horizon line will meet at a different point on the horizon line. All lines that are higher than your eyes or above the horizon line will run down to the same point on the horizon line. For instance, if you were standing on the ground and looking down the track, the lines of the tracks would appear running up in the picture to the horizon line. If there is a row of telegraph poles along the tracks, the tops of the telegraph poles would run down to the horizon line and meet at the same vanishing point. Now, if you were on the top of a building higher than the telegraph poles, the horizon line always being at the level of the eyes, the tops of the telegraph poles would run up to the horizon line.

In treatment or technique most artists develop a style of their own, while some adopt the method and treatment of others. There are no two artists that work exactly alike. Treatment or technique in drawing can be compared with handwriting; it is the method of applying the pencil, pen or brush. Good technique sometimes covers other faults in a drawing.

HER HEARERS DISMAYED.

THE fake antique market would seem to be as brisk as ever. A well-known lady expert recently gave the second of a series of lectures in London on the history of old English and Chinese porcelain. At the previous lecture she had invited her hearers to bring along their treasures and submit them to her critical eye. The audience responded nobly and the lecture was devastating. The first piece produced, a beautiful white Derby dessert stand, two china baskets supporting a finely modelled figure, was pronounced a modern Parisian imitation, notwithstanding the presence of the familiar blue crowns, blue batons and blue D. of the famous factory. The forger had indeed been overzealous in this instance, since all three marks were never used simultaneously on the same piece.

A Lowestoft jar in its turn stood unmasked as a modern Japanese copy of old Chinese porcelain of the kind often called Lowestoft. The appearance of age had been given by rubbing dirt and paint on the inside of the lid before baking, giving it the stained appearance imparted by years of use.

But the climax of the lecture was reached when the lecturer, asked to pronounce on a dessert service stated to have been in one family for 300 years, made the unwelcome discovery that the factory at which it was produced only opened in 1850.



Japanese Vase

At Morimura Bros.



Use and Abuse of the Letter.



HOW to write letters that will instantly arouse interest, firmly hold attention and impel favorable action is as simple as it is difficult. I do not mean to be abstruse or deal in paradoxes. This will be found to be a true analysis of the letter. It is as simple as talking, and even easier, as it does not require as rapid brain action when writing as when speaking; but minus the assistance of facial expression, gesture and body action that emphasize the spoken word, the letter is difficult. Certain psychological ingredients must be added to give the force and weight and effect of facial expression and gestures.

A certain amount of personality can be worked into the mechanical make-up of a letter. Assuming the mechanical appearance of the letter to be favorable, if your composition is simple, direct, earnest, enthusiastic—has an actual throbbing life to it—your readers will see you and feel your presence as well as hear you speak.

The converse of this is equally true; flippancy, smartness, involved utterances, fancy flourishes, anything but direct statements of facts, are as deadly to personality as a printed circular.

Judging from the average follow-up letter one receives, their writers seem to lose sight of the fact that they are talking business to a possible customer; that the letter is only a form of speech-transmission necessitated by the distance between the parties to such a conversation. Instead, they evidently feel that the letter offers an outlet for their pent-up literary genius, and they go through all sorts of alphabetical contortions, under the illusion that the reader will be seized with an uncontrollable desire to "Sign the enclosed post card" or "Write right now for sample," etc., etc.

The most successful salesman whom I ever knew seldom spoke about the house he represented or the goods he sold to his customers as things in themselves; whenever he mentioned his house and his goods they were treated as important factors by which the merchant could build up his business and profits. He did not argue; he simply talked the value of the merchandise he was selling from the dealer's viewpoint, and he talked in such a sane, logical manner that the dealer could not help but agree with him. Now, the secret

of this man's wonderful success as a salesman is this. He suppresses or rather eliminates all vestige of the ego, and brings out, as forcibly and prominently as possible, the second person.

I have taken this cue from this salesman and apply it in all of my follow-up and personally-dictated letters. "You," the dealer, is the keynote of every line, every paragraph, every thought—what our house, our goods, mean to "you"—why and how it will be to "your" advantage to trade with us—until it appears that the manufacturer has but one aim and object: "your" interest.

Before the merchant will act favorably on the suggestion in your letter, his thoughtful consideration, his attention, must be gained; but before you can hope to get his concentrated attention his interest must be awakened. This will be found to be the necessary logical sequence that will insure favorable responses.

We are all more or less egotists. We are instantly and keenly interested in anything that emanates from us or pertains directly to us. We can talk about ourselves, our affairs, our exploits, or listen intently while others talk about them, by the hour, and never lose interest. But let someone else talk about himself, his affairs, his exploits, and see how quickly we begin to yawn and be bored.

The "we" as an independent force, making assertions as to its own strength or importance or value, has no place in the follow-up letter if that letter is to be effective. The "we" must be entirely subservient to the "you." This enables the writer not only to address himself to the merchant, but makes the letter a mouthpiece of the merchant. For every thought can then be worded so as to appear as if it were only an endorsement of the merchant's views.

In business we are all more or less skeptics; we assume the person who approaches us is guilty until he proves himself innocent. This is particularly true of the retailer, who in the course of his business experience of buying can recall too many instances when he has been "stung."

So, after his interest has been awakened and his attention so thoroughly concentrated that he will be in a psychological attitude for the climax of the letter,

the action, you must talk business—direct, serious, earnest business—with all the power and force that written words can convey. Make your statements as terse as possible without being abrupt. Don't use a single word that does not help bring home your thought. You will find that your reader will take you as you present yourself; if you are serious and in deadly earnest, so your reader will be. And likewise flippancy and smartness will produce an effect in kind and draw a parallel responsiveness.

The appeal for action—the climax of a letter—here is where all the writer's ingenuity and vocabulary must be drawn upon. The productiveness of a

respond to follow-up letters favorably, and for that reason are the more desirable because they materialize into the very best accounts when they are once landed.—*G. L. Louis, in "Advertising and Selling."*

ARE YOU AFFLICTED WITH INERTIA?

A WHEELBARROW goes along just as far as you push it, but it doesn't go an inch farther. Many people are like wheelbarrows. They do well what they are told to do, but are completely lost when the directions stop. And many do not seem to appreciate



DIXON-WITHERSPOON CO.'S STORE, CHARLOTTE, N. C.

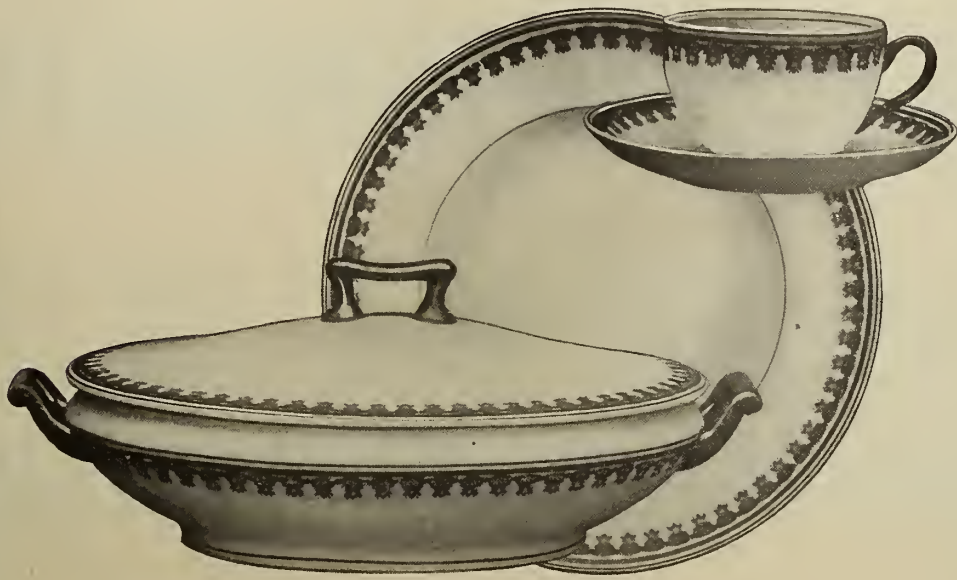
letter depends upon the strength of the final appeal. I have found that the best avenues for the approach for the final plea—the most vulnerable, susceptible impulse-action—are the appeals to self interest and to the sense of duty and fairness. When the letter takes in all of these appeals it is fairly certain to bring a large percentage of favorable responses.

One more point before I conclude. The negative responses, the "Not interested" and "Don't want your line" answers to your letters, what do you do with them? Throw them in the waste basket? Paradoxical as it may seem, these are the best prospects. These are the ones I follow up most zealously.

These are the merchants that do not generally

that here lies the difference between the valuable man and the common laborer. There are many who can do well just what they are told to; do but such people require a high-salaried man to direct them. This man must be one who goes without pushing, for there is no one to push him.

There is no limit to the salary the world is willing to pay such a man, for there is no limit to what he can accomplish by directing the labor of others. It is for this initiative, for being thus willing to take responsibility and go ahead, that men are paid. Those who can do well just what they are told to do and no more are many, and their services are correspondingly low priced.



THE EL DORADO.

A worthy companion to
our Cordova and Seville.

NOW OPEN FOR EXCLUSIVE CONTROL FOR OPEN
STOCK PURPOSES.

The Smith-Phillips China Co.,

EAST LIVERPOOL, OHIO.

REPRESENTATIVES:

The East—W. L. Young. The Central States—J. C. Davis. The Middle West—F. S. Crowl.

New York Office—H. Benedikt, 23 Park Place.

ALFRED MEAKIN,

Tunstall, England.

HIGH-CLASS DINNERWARE.

The new "VICTOR" shape (plain) in Semi-Porcelain, white and decorated, is the hit of the season, and a fitting running mate for the popular "Gem" shape—distinctive, different, and classy.

For a fancy thin White Granite the "Perfection" shape will satisfy you and please your customers.

AMERICAN AGENT:

HUGH C. EDMISTON,

43 West Fourth St., New York.



THERE'S A REASON

why the Limoges China Co.
was not able to take care of
all its orders in 1910.



BROKERS AND JOBBERS

wishing to increase their earnings
in 1911 will do well to
write us for prices and samples.

The Limoges China Co.,

SEBRING, OHIO.



OUR CHICAGO OFFICE IS 1532 REPUBLIC BUILDING,
in charge of Mr. C. H. Ueberroth.

50th Annual Greeting

FROM THE OLD RELIABLE

Central Glass Works

WHEELING, W. VA.,

Known as the "House of Quality,"

LEADING MANUFACTURERS OF

HOTEL and BAR GLASSWARE and BLOWN TABLEWARE

New Shapes and Designs for 1911 in
Lead Blown Tumblers and Stemware.
Deep Plate Etched Crest and Mono-
gram Work for Hotels and Clubs a
specialty.



530 Tall Champagne.
Etched to.
Drawn Stem. Scotch
Thistle Pattern.

REAL QUALITY THAT YOU CAN SELL AT RIGHT PRICES.



BRANCH OFFICES :

New York, A. P. DOCTOR, 66 West Broadway.
Philadelphia, THOS. DOWNS, JR., 610 Denckla Building.
Boston, L. A. FLETCHER, 157 Federal St.
Baltimore, GREEN & THOMAS, 33 South Charles St.
Cincinnati, THOS. M. LEWIS, 437 Main St.
San Francisco, HIMMELSTERN BROS., 718 Mission St.
St. Paul, S. R. McMASTERS, 632 Endicott Building.
Pittsburg, ELKINS GLASS CO., 210 Fourth Ave.
Buffalo, L. E. AREND, 305 Mutual Life Building.
Denver, BERSBACK, MALONEY & CO., 1517 Lawrence St.



The Business Outlook for 1911.



Opinions of the Trade from All Over the Country. Manufacturers, Importers and Dealers, with few exceptions, all Prophesy a Good Year.



THE following opinions as to business prospects for 1911 cover a wide field and embrace every branch of the business. Importer, manufacturer, jobber and retailer are alike represented, and the consensus shows that the majority expect to do a better business the coming year than last. Their opinions are based on sound reasons, and a careful reading is recommended.

E. F. ANDERSON, GEO. F. BASSETT & Co., N. Y.

I believe business will be good in 1911. Practically all the stores throughout the country have been on a liquidating basis for four years. The main ambition of many of them seem to have been to reduce stocks, and many sales have in consequence been lost. Medium-priced ware will be the big seller next year. The middle class buy this grade, and the bulk of the business will be done with them.

GEO. H. WHELOCK & Co., South Bend, Ind.

Conditions in this territory indicate a good volume of business for 1911. The average dealer has a normal stock, and with a good holiday business will be in the market early for 1911 lines.

MORIMURA BROTHERS, N. Y.

We anticipate a better business for 1911 than we have had the past year. Retail buyers who have already made their purchases for 1911 have increased their orders very materially, which in our judgment is the best way of sizing up the situation.

A. H. ACKERMAN Crockery Co., Oakland, Cal.

We cannot see anything in the future but what is favorable for a prosperous year. The census shows an increased population beyond all expectation for this section of the State. Furthermore, the nearer approach of the completion of the Panama Canal is attracting much attention to this particular locality, and the east side of San Francisco Bay, on which Oakland is located, affords more profitable opportunity to

the home builder than any other section in the State. We expect business to be benefited accordingly.

COX & LAFFERTY, N. Y.

We do not see any reason why business should not be very good in 1911. We have moved into very much larger quarters and will naturally be under a heavy expense, and we would not do this unless we had full confidence in the business outlook.

GAUCHE-CONNOR Co., New Orleans.

The year 1911 will open up with the best prospects since 1897, which year sounded the death-knell of King Cotton in this State. The planters have awakened to the fact that corn and hogs can be raised at equally good profit as cotton. Corn matures much earlier than cotton, and with less labor. We therefore say that corn and cotton will make a prosperous year of 1911, for the so-called cotton States with their combination crops will till more land.

KNOWLES, TAYLOR & KNOWLES Co., East Liverpool.

We believe that trade in 1911 will be equally as good as it has been in the last twelve months.

KENNARD L. WEDGWOOD, N. Y.

I look forward to excellent business in 1911, and hope to eclipse some of our former records. I am basing this statement on the business done during the year, and also on the orders booked at the present time for spring delivery.

NATIONAL CHINA Co., East Liverpool.

"While I do not look for a boom year, by any means, I have cause for believing that the domestic pottery manufacturers will be favored with larger business in 1911 than during the past season," said General Manager Samuel B. Larkin. "If the manufacturers keep a stiff upper lip they will be able to

get a profitable price for all their lines. More domestic goods will be bought next year, judging from the manner the jobbers are writing to us."

LA SALLE & KOCH Co., Toledo, O.

The cheap, gaudy stuffs are fast falling behind in sales. It is the medium and higher priced goods, with neat decorations, that will sell well, as the merchants of to day are educating the public. We find the public in general are looking for good merchandise in all lines, and always for useful articles. Ornamental goods are slow movers on account of the many people living in flats and having no room for the ornamental unless it is combined with usefulness and practicability.

H. H. HILLMAN, Milwaukee.

Stocks in this part of the country are light, and we do not look forward to a very great trade next year. I think the demand will be mostly for staple goods. Dinnerware will be a strong line in border designs in German and domestic china at about \$16 a set, and \$20, \$25, and \$30 assortments of glass will be in good demand. Colonial designs and showy pieces of cut glass at medium prices will be in big demand.

GLOBE POTTERY Co., East Liverpool.

"After traveling over 5,000 miles," said Sales Manager Clarence H. Bauman, "I must confess that 1911 certainly looks good to us. We find that buyers, both retail dealers and jobbers, are anticipating earlier this season for next year's wants than has been the custom.

J. MORGAN & SONS, N. Y.

It looks to me as though conditions are going to be very much better next year than they have been. There is a decided increase in the demand for gas and electric fixtures of all kinds, and the majority of manufacturers anticipate better business.

LAURENS & ROWE, Oneonta, N. Y.

We can conceive of no reason why business should not be good in this section during 1911. The farmers have had good crops and are getting high prices. A medium grade of useful ware will be in demand. Stocks here are about normal.

COWEN-HEINBERG Co., San Francisco.

The outlook for 1911 for the entire Pacific Coast never seemed brighter, and we look forward to a very prosperous year. The crops have been exceedingly good, and returns very satisfactory. Many settlers are coming here and purchasing land for farms and orchards, and the undeveloped area is so large that the Pacific Coast can conveniently take care of many thousands for a number of years to come. The sea-

port cities are making vast harbor and dock improvements for the steamship lines which are rapidly being added. The Panama Pacific Exposition, which will undoubtedly be held in San Francisco, will also have a tendency to stimulate business from now on.

MR. NEWELL, Strobel & Wilken Co., N. Y.

From what we have seen so far, the prospects are very favorable for a good business in 1911. Our men who have been out on the road have shown substantial results in both staple and fancy lines for spring import. It seems as though a good feeling exists among dealers, and that spring import business will be very good.

WARNER-KEFFER CHINA Co., East Liverpool.

From present indications business in 1911 will be as good as it has been in 1910, if not a little better.

MILLER & PAYNE, Lincoln, Neb.

We expect to sell more goods in 1911 than we have done in 1910. Medium and fine grades will be in demand, as the standard of living advances yearly. We are selling more dinner sets at over \$20 than under this price. We think cut glass will also prove a good seller in 1911.

A. L. BRUNN, St. Louis.

In my opinion business for 1911 will be materially increased over that of the present year, and the demand will be for the better class of goods, for the consumer is being educated up to a higher standard of merchandise. Improvements and building are going on rapidly in this section, our merchants are adding new lines and departments, and it follows that more goods will be needed.

E. C. KIDD, Lexington, Ky.

It is too early to predict business for 1911, but I think it will be fair. The demand will be for medium-priced goods by the better class, and cheap useful goods by the poorer. It looks as though money will be easier. Tobacco will be cheaper and there will be less of it raised. Upward progress will be slow, but healthy.

WEST END POTTERY Co., East Liverpool.

We have reasons of the best kind to look forward to a prosperous year in 1911.

A. E. BURNS, Philadelphia.

I believe every manufacturer of glass and crockery could have sold seventy-five per cent more goods this fall had they had the means of handling the business. Quite a number of manufacturers had to call in their representatives early in October. Therefore, the outlook for 1911 is very bright because the retail mer-



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A Mediaeval Pot-Seller.

Drawn by L. V. Solon for the Crochery and Glass Journal.

chants have not had their requirements supplied. The demand for cheap and medium priced ornamental goods will continue, and the manufacturers who cater to this class of trade will have all the business they can attend to.

ART CHINA IMPORT Co., N. Y.

The orders we are receiving at present are generally to meet immediate needs, and next year's business depends quite a little on the political situation throughout the country. We believe, however, that a better class of dinnerware will be in great demand next year, and that, although the cheaper grades will undoubtedly have large sales, there will be a more marked increase in the call for high class dinnerware.

W. JOSEPH, Pittsburgh.

In my opinion business will be good next year. There is a good demand for cheap and popular priced goods. The public do not seem to want to buy fancy articles. The many five, ten and twenty-five cent stores have done considerable harm to the better class of trade. In regard to stocks, it seems to me that both jobbers and department stores are carrying about as little as they can.

GEORGE N. BLUST, Pittsburgh Lamp, Brass and Glass Co., N. Y.

I have every reason to believe that 1911 will be a banner year. I think the demand for high class fixtures at a moderate price which was evidenced last year has done much to re-establish the dealers' faith, and even the small dealer will carry a more complete and varied line next year than he has done hitherto.

J. W. PUTTS Co., Baltimore.

We do not believe that the high priced goods will be in as much demand as usual, but there will be more goods sold at a less price. We think without a doubt that there will be a good business.

EDWIN M. KNCWLES CHINA Co., East Liverpool

Prospects for 1921 look very good indeed. I can see no reason why the new year should not be a highly profitable one to the pottery industry."

J. WARNER, Mfrs' agent, N. Y.

I certainly think that business will be a great deal better in 1911. The fact that we are increasing our selling force shows that we are preparing to do a largely extended business.

MCDONALD BROS. Co., Minneapolis.

As the crop has been very light over a large part of the best Northwest territory, we look for a comparatively light trade for at least the first six months and perhaps for the entire year of 1911. However,

should the crop conditions look favorable after the first six months, we anticipate a better trade for the last half of the year

The stocks of all the country merchants are reasonably heavy. They could hardly be otherwise, as the trade has been considerably below normal this season, which consequently leaves the merchant with larger stocks on hand than if the trade was more active.

We anticipate that the class of wares used will be about the same as in former years—cheap, medium and some of the finer goods. As the territory we cover is largely an agricultural country, the business depends largely on crop conditions. If we have good crops and good prices, all merchants have good business.

C. W. McCHESSE, Atlanta, Ga.

I think trade will be fair in 1911 and that the demand will be for medium-priced merchandise in the useful lines.

THE PELLETIER Co., Sioux City, Ia.

The outlook for 1911 is good, because crops were never better in this immediate section. The amount of live stock has also been greater than ever this year.

BRISTOL CHINA Co., Bristol, Tenn.

We believe that trade in 1911 will be better than 1910. We have had large crops for which there has been ready sale at good prices. Country merchants all say their trade is good, and there seems to be a better feeling generally.

JOSEPH E. FRECHIE, Philadelphia.

I look forward to an extra increase for 1911 on the better goods.

POTTERS' Co-OPERATIVE Co., East Liverpool.

"We predict a big business for 1911. Throughout 1910 we have been working right up to the handle every month, but we are preparing to take care of a larger volume next year.

JOS. A. GAUCHE, New Orleans.

I consider trade will be only fair, on account of the boll weevil, which affected our cotton. Also, the sugar crop is not up to expectations in either quantity or prices. I am also informed that the price of rice is also very low. Medium and cheap wares are our best sellers. Stocks are about the same as last year.

A. A. BEAN, N. Y.

In my opinion business will be very good in 1911. This is based on several things. In the first place, buying has been pretty light for some months, and, as a natural result, dealers are not overburdened with

stock. Another very favorable sign is that there is nothing threatening on the business horizon. I believe business will open up well and continue so for a long time.

W. D. DOUGHERTY, Consolidated Lamp & Glass Co.,
N. Y.

I am of the opinion that business will be perfectly satisfactory. The change in administration here, aside from political prejudices, should stimulate trade a good deal, and we are hoping to keep the factory going to capacity throughout 1911.

P. L. GUILLET, Kansas City, Mo.

Prospects in this section for 1911 are first class. The farmers are prosperous and want a good class of useful merchandise. The dealers in this vicinity are unusually well stocked with medium and high-priced ware. If crops are bountiful next year business will continue good. I am very optimistic on the subject.

EDWARD A. ABBOTT, Chattanooga, Tenn.

My views as to the business outlook follow; also my reasons for said views. What possible good can come to the "boys in the trenches" from the opinions of ten or ten thousand prominent persons you have invited to write to you? How can we, prominent or near prominent, benefit by the say-so of Moses Freidman in Syracuse, Ole Olesen in North Dakota, Michael J. O'Donnell of the East Side, or William Henry Johnson of Springfield (any old Springfield)? What do they or I know about the business outlook next door to their own shops? If they say business will be bad, will that saying help to make it better? If some of them say it will be good, will you believe them? And, believing, advise your readers to stock up large?

One of my opinions is that eighty per-cent of your answers will be pessimistic; and the reason therefor is that neither Moses, Ole, Mike, or anybody, will invite a competitor to come and settle down in his "midst," as would be liable to happen if a boom was reported. Only those who want to sell out or have real estate to work off on somebody will say "business is just fine." So I say the information you will get on your postal cards will not be worth "a tinker's dam." And that kind of a dam is of little value save to a tinker, and not worth much to him.

For Heaven's sake, let up on printing opinions—good or bad—and tell us the best way to do the business we are getting or hope to get. Shall we, for instance, buy china from the jobber in New York, import it direct from Europe or Japan, or get it from Syracuse? Is it best for us to mark our things in plain figures and stick to one price, or fix it so we can "jockey" prices and so persuade our customers that they are getting bargains? Is cut glass any longer cut, or is it the price alone that has had the cutter at

its vitals? I can think of several other things you can print that will be of greater value to us out here in the "Sticks" than those you will get from the Prominent Ones you have invited to come into the limelight of New York publicity and disclose the secrets of the future.

Business's greatest need is for business people to stop kicking, cease worrying, banish fear, and "lend a hand." Lend a hand to rid our country of its greatest menace and meanest pest—the yellow newspaper that sends us every morning to our labors with minds shocked with stories of murder, suicide and crime, and soiled with scandal and vulgarity.

Lend both hands to lift the pall of fear and apprehension that comes to us from the morning and evening reading of swindling schemes, defaulting employers and thieving clerks. Every time we pay for advertising space we pay some ill-paid reporter or well-paid correspondent for helping to hurt business.

The cure for this yellow scourge is simple, if not easy. Let us tell our newspapers we are tired of having our advertisements associated with the violent and vulgar happenings of the world. Told this by the advertiser, the publisher will promptly discover that the reader does not want the yellow stuff.

Will the good old reliable CROCKERY AND GLASS JOURNAL lend a hand?

PITKIN & BROOKS, Chicago.

We look forward to a big business next year. The general business condition is good. The farmer is getting good prices for his stuff, and he has lots of it for sale. We feel so confident of next year's business that we expect to have the best stock that we have ever had.

D. E. McNICOL POTTERY Co., East Liverpool.

We have had a number of letters of inquiry which read in an optimistic vein, and if these can be relied upon there is no reason why 1911 should not be a good year.

E. C. CAMPBELL, Findlay, O.

I think trade will be fair, and the demand will be for medium grade goods. Stocks are not very heavy in this vicinity. The country is bound to go ahead.

A. SCHWARTZ, Houston, Tex.

Every indication points to a good trade in 1911. I find the better class of goods in demand. Stocks are heavy, which indicates good prosperity.

E. OFFNER, New Orleans.

Trade is now picking up, and we expect a good business next year.

Continued on page 190



We are headquarters in America for Gold Band Dinnerware—high-grade BURNISHED COIN GOLD, with or without MONOGRAM—which fact we can easily convince you of, if you will favor us with the opportunity.

When next in the city come in and see one of our special

100 Pc. LIMOGES FRENCH CHINA MONOGRAM DINNER SERVICES \$42.50

choice of any standard make, with gold border, two gold lines and carrying any three letter monogram or crest.

ALL IN BURNISHED COIN GOLD.

Let us make you up a SAMPLE SET for exhibition purposes, using your own monogram or crest—it will have great weight with your clientele. It is the greatest money-making proposition the china dealer can exploit RIGHT NOW, while the craze for INDIVIDUAL SERVICES is possessing every woman with fashionable tendencies. Some of our customers have sold dozens of sets through this suggestion.

THE ART CHINA IMPORT CO.,

THIRTY-TWO AND THIRTY-FOUR WEST TWENTIETH STREET, NEW YORK.

HUGO H. FREUDENFELS, Manager,
Formerly with Bawo & Dotter.



**"ALL AT SEA"
ABOUT YOUR CATALOG?
LET US STEER YOU THRU
TO THE DESIRED PORT.**

**COVER
TITLE PAGE
HEADINGS
PAGE ORNAMENTS
DESIGNED.
ILLUSTRATIONS
COLOR WORK
CUTS, ELECTROS.**



The Engraving Art has taken another great bound ahead in the invention of the Acid Spray Etching Process, giving the greatest depth and cleanness to both Line and Halftone Plates. We are the only house in this section having it.

CHIPPENDALE KRYSTOL.

WE desire to announce the continuation of this popular tableware. We are adding new and beautiful pieces to the line, which is now the most popular pattern in the market.

Do not be deceived by the reports that are being circulated to the effect that we will discontinue making tableware. The CHIPPENDALE KRYSTOL is too valuable an asset to cast aside, and we mean to make it better than ever.

Send along your orders and let us prove our claim of being prompt shippers. We have a new system, and orders are shipped within three (3) days after receipt of order.

See our display in January, room No. 685 Fort Pitt Hotel, Pittsburgh, Pa., or at our own office and sample room, No. 622 Lewis Building, Pittsburgh.

The Jefferson Glass Co.,

FOLLANSBEE, W. VA.

SAMPLE ROOMS AND REPRESENTATIVES :

London, Eng., C. J. Pratt, 118 Holborn.

New York, Fred Skelton, 32 Park Place.

Philadelphia, Geo. Ruth, 16 North Sixth St.

Pittsburgh, T. R. Crock, 622 Lewis Building.

Providence, R. I., Charles Hartford, 27 Bolander St.

Chicago, Ira A. Jones Co., 38 Lake St.

Detroit, Ira A. Jones Co., 242 Griswold St.

Salt Lake City, H. R. Bartlett, Dooley Block.

San Francisco, Himmelstern Bros., 718 Mission St.

Southern California and Arizona, M. F. Wynkoop, 371 Oakland Ave.

FRENCH BAR AND HOTEL GLASSWARE	BLOWN STEMWARE, DECANTERS, BAR BOTTLES, PLAIN, ETCHED, ENGRAVED AND GOLD. LARGEST AND MOST COMPLETE LINE SHOWN IN AMERICA. FROM THE VERRERIES DE PORTIEUX.
FRENCH EARTHENWARE.	NOVELTIES IN FANCY GOODS AND STAPLES. FROM THE FAIENCERIES DE LUNEVILLE, ST. CLEMENT AND CHOISY-LE-ROI.
FRENCH HOTEL CHINA.	PRINTS, MONOGRAMS, BANDS, TRANSFERS, UNDER-GLAZE. FIRE-PROOF PORCELAIN. FROM A. HACHE & CO.
FIRE-PROOF COOKING WARE.	LORRAINE FIRE POTTERY FROM ST. CLEMENT. CARMELITE FIRE-PROOF WARE FROM LUNEVILLE.
P. & P. FRENCH CHINA.	WHITE AND DECORATED FANCY GOODS AND DINNER WARE, FROM ADOLPHE PAROUTAUD, LIMOGES.
VITRIFIED HOTEL WARE.	NEW PATTERNS IN UNDERGLAZE PRINTS, BANDS, LINES, MONOGRAMS, FROM STANLEY POTTERY CO., BURSLEM.
JET AND ROCKINGHAM TEA POTS.	NEW SHAPES AND DECORS IN JET, ONYX, SAMIAN, ROCKINGHAM, SPA., ETC., FROM JOHN SADLER, BURSLEM, STAFFORDSHIRE.
SOUVENIR AND ADVERTISING SPECIALTIES.	SOUVENIR PLATES, REPRODUCTIONS OF BUILDINGS, MONUMENTS, ETC., ADVERTISING NOVELTIES OF ALL KINDS IN EARTHENWARE, FROM FACTORIES WE CONTROL.
ENGLISH EARTHENWARE.	DINNER WARE, DIPPED BOWLS, TEAS AND PLATES, AND SPECIALTIES FOR THE SCHEME TRADE.
LAMP GLASSWARE.	FULL LINE OF SHADES, CHIMNEYS, GLOBES, ETC., ALWAYS IN STOCK OR FOR IMPORT.



IMPORT SAMPLES READY

SOLE AGENTS FOR UNITED STATES AND CANADA,



FONDEVILLE & VAN IDERSTINE,

37 Warren Street, New York.



How to Secure South American Trade.

IN the course of a recent conversation with an influential merchant and banker doing a large importing business on the west coast of South America, writes a correspondent to the New York "Sun," I inquired why it was that the South Americans did so little trading with the United States and so much with Europe. Significantly and pungently he remarked:

"No credit, no trade. You see, sir," he continued, "the Germans give very liberal credit—ninety days; yes, 180 days, and even longer. Of course, we pay interest and have no objection; it is a great convenience."

"And the English?" I asked.

"Yes, the English also give credit; also the French—in fact, all countries except America."

"Assuming that financial arrangements with America were equal to those existing between South America and Europe as to credit, would this, in your opinion, be the means of materially increasing business between your countries and America?"

"Most positively. We like American goods very much, in fact we prefer many of your products, but we do not like your 'Cash, f. o. b.' terms.

In these few outspoken words this gentleman enunciated the truth about the deplorable small amount of export trade between the United States and South America.

No credit, no trade. Let this be a serious warning to the American manufacturers; let them take it to heart immediately and act promptly.

In order to compete successfully with Europeans and get their share of the great volume of trade awaiting them in South America at the present day and the still greater volume available in the very near future, the American manufacturers must make up their minds to give credit. Whether it be for the whole value of a particular transaction or the extension of sixty or ninety days credit is a detail. It is unreasonable, senseless, in fact, for the American manufacturers to exact "cash with order or "cash, f. o. b." in the United States. The foreign buyer, not unnaturally and with much reason, raises the following among other objections:

1. The order and money may miscarry.
2. Should the order and money arrive safely, in all probability there would be greater delay and indifference

in executing the order, especially as the manufacturer had got the money.

3. Other reasons may occur for the nonfulfillment of the order, such as death, dissolution of partnership, failure, financial embarrassments or other unforeseen causes.

4. In any event the foreign buyer no more than any other sane man is in the business of "buying cats in bags" from unknown venders.

5. The goods, should they arrive at their destination in good order, may not be in accordance with the order, or they may be damaged. This last is not an unlikely contingency, bearing in mind the reputation Americans have for careless export packing.

6. That if all exporters were to exact cash terms it would be almost impossible even for a millionaire importing agent to carry on business, considering that the greater part of six months would elapse between the date of remittance and the receipt of the goods, and probably a further six months, if not more, might pass before the importer realized his outlay; especially in view of the fact that invariably he is obliged to give local credit.

With equal force the American manufacturer may retort:

1. How do I know who this fellow is?
2. Does he expect me to part with the goods and pay all transportation charges and other expenses besides, and then perhaps the man dies, fails or goes out of business and makes all kinds of excuses for refusing the goods and payment?
3. In any event, how do I know whether he is good enough for the money? I can get no rating or security.
4. I get C. O. D. at home on all domestic orders, or at any rate I can get the rating of a buyer, or in the alternative get good security for my money; and why should I bother with foreign trade and foreigners, thousands of miles away, of whom I know nothing or can learn nothing about, and be forced to wait indefinitely for my money, if I should ever get it?

The difficulty is that the foreign buyer has almost always been accustomed to credit; it is second nature to him. The American, on the other hand, needs the money and a quick turnover. Consequently, on general principles, as a matter of business from his point of view, the export trade does not appeal to him seriously, and

therefore he is not sufficiently versed in the first principles connected with it.

The great bulk of the American export trade (excepting, of course, Government business and that of the few large corporations) passes through the hands of export commission houses. These firms pay "cash f. o. b.," or ten days, or at most thirty days afterward. While it is common knowledge that these houses invite competition from rival manufacturers and beat them down to the lowest minimum prices at this end, yet very large profits are made on sales at the other end. Although on the face of it some risk in regard to collections exists (because they generally give credit), their money is in fact pretty safe. As a rule they know the importer or buyer, or know of him in any event; as they have a local agent to take care of collections, the risk of a loss almost entirely disappears.

This is not a genuine export trade, but rather of the nature of a domestic trade as far as the manufacturer is concerned. Speaking generally, owing to the "beating down of prices" system, the limited number of orders secured and their uncertainty hardly makes the export trade worth having to the manufacturer.

European manufacturers, on the other hand, make very little use of commission merchants. They go after the business themselves by sending their own representatives abroad to cover a particular section. These representatives take orders only from people who can be trusted. Credit is therefore readily given—they do a direct business, and a big business at that, at very large profits. And as their representatives are on the spot any dispute is quickly and amicably adjusted and they attend to collections, and their employers rarely incur bad debts of any consequences. This plan should be adopted by American manufacturers seriously seeking an export trade.

It is idle, yea, it is folly, for the American manufacturer to treat the export trade indifferently. He must need it sooner or later. Every European nation is today a telling proof that an export trade is a vital necessity for its existence. It is an investment, moreover, which provides a regular income and reserve fund to counteract domestic depression on the part of the individual, and a necessary supplement or auxiliary to the trade prosperity of the country.

Latin America imports from foreign countries to the value of (a year).....	\$1,005,000,000
Of this the United States exports only (a year).....	240,000,000
Latin America imports from other countries.....	\$765,000,000
Latin America exported to the United States last year.....	\$318,000,000
United States exported to Latin America last year..	240,000,000
Balance of trade against the United States.....	\$78,000,000

In other words, Latin America purchased more than three times as much from other countries as from the United States, and this on our own continent, the Western Hemisphere.

The American manufacturers are largely to blame for this deplorable deficiency, and very soon they will regret

their indifference to their dire individual cost, to say nothing of the loss of national prestige.

The Hon. John Barrett more than two years ago prophesied "that the next ten years will be a Latin-American decade, that all the world will be then studying and watching Latin America as it now does Japan and the Orient, and that a material, economic, intellectual and political advancement will be witnessed in Latin America which will rival what has been accomplished in the United States."

This prediction is rapidly becoming true, but in every country except the United States; and unless the Americans quickly and actively arise to the occasion it will be too late, and instead of witnessing a Latin-American decade they will experience a future of serious trade decadence. Mr. Barrett proceeded: "Were it not for the lamentable ignorance which prevails throughout the United States in regard to the peoples, institutions, resources and governments of this section of America, this statement would not seem in the least surprising."

If the average American manufacturer were to be told that Brazil alone is much larger than the United States, he would hardly believe it. If further informed that Latin America comprised twenty republics, varying in size from the area of Brazil to Salvador, and that this latter country would take in Rhode Island six times over, he would be amazed. Still further, if he knew that the combined area of all the Latin-American republics amounted to a total of 9,000,000 square miles (three times larger than the United States), that the combined population amounted to 70,000,000, he would look aghast; and finally, if he could be shown that these countries together bought goods from abroad to the value of \$1,005,000,000 a year, and that the United States sold only one-fifth of this total, he would be liable to gasp and exclaim: "Where do I come in on this proposition?"

The best and most sensible answer and advice would be: "Go after the business seriously and properly and give reasonable credit, as other countries do."

Because Americans do not give credit the South Americans suspect that they really cannot afford to, and not without some reason, as the following incident will demonstrate:

Still conversing with my South American friend above referred to on the credit question, he asked:

"Why do not Americans give credit as Europeans do?"

I replied: "Chiefly because, unlike Europeans, they do not carry on a general barter business. The American sells for cash only, and——"

"Ah, no, my friend," he interrupted with a shrug of his shoulders and a twinkle in both eyes, "it is more, is it not? Is it not because they cannot afford it—that they what they call 'need the money?'"

"Good gracious, no!" I exclaimed, and I was about to dilate upon the enormous wealth of the country, its vast undeveloped resources, its scores of multi-millionaires and what not, when I was interrupted.

My friend swivelled around in his American arm chair,



The Bride.

dropped his eyebrows, crossed his legs, and then looking me earnestly full in the face with uplifted warning finger went on:

"Sir, as a banker and merchant of many years standing I have made a very careful study of international finances and commerce." Then, in a low tone of voice and emphasizing each sentence with the raising of his finger to his lips, he solemnly inquired: "Do you know that the annual indebtedness of the United States to Great Britain alone amounts to \$3,000,000,000? And to Germany \$1,000,000,000, and to France also \$1,000,000,000, to say nothing of other international financial obligations?"

I had to confess my ignorance of this apparently astounding statement at the moment, but I have since discovered the fact to be so.

He concluded: "Sir, that is why Europe gives credit; because she can afford it, and we know it. For example," he continued, "I write to an American manufacturer with an order. Perhaps he will not answer, perhaps he will. If he does he will reply impolitely and curtly and say in English: 'Order received. As we do not know you, we will ship goods only on receipt of cash or draft on a well-known bank.' On the contrary, if I send an order to Europe, they answer politely in Spanish, ship the goods and send the account, sometimes within sixty days or ninety days, and of course I pay. The American has no confidence in me and I will not trust him. The European trusts me and gives me credit and I give him my business and my money."

Americans, or rather the great majority of them, believe that the South Americans are a semi-barbarous people and know nothing! There is no doubt that quite 60 per cent. of the trade of the northern section of the

west coast of South America, which logically and geographically belongs to the United States, goes to Europe, mainly on account of the credit system extended by the latter.

"Articulos Americanos" (American goods) have as great, if not a greater, fascination for Latin Americans as "imported goods" have for the American, but the consumption is inexplicably and regrettably unsatiated. The South Americans on the whole are very honorable people and have money, but for political and other reasons they neither acknowledge nor boast of their wealth, and for these reasons it is almost impossible to procure an accurate or even reliable rating of any Latin American.

Domestically conditions are entirely different. If a strange proposed buyer should ask for credit, the seller immediately refers to and to a great extent relies upon available rating lists and acts accordingly. And because this is practically impossible in the case of foreign buyers with any fair amount of assurance, the American manufacturer prefers to lose prospective business rather than run any possible or probable risk of incurring a bad debt.

The American manufacturer needs an export trade badly, and he cannot deny it. The country needs it as badly, and it cannot be denied. Hitherto efforts to secure it have been puerile and impractical and unworthy of a great and progressive people and nation.

The occasion is most opportune for the immediate development of closer commercial, financial and social relations with the Latin American republics and peoples, and so unifying the Western Hemisphere into a modern, powerful worldwide factor.

This can only be done efficaciously by creating and fostering greater confidence and trust reciprocally, and this can only be successfully accomplished by extending credit where and when necessary or advisable.



HAND-PAINTED PLATES ILLUSTRATING SCENES IN THE LAND OF EVANGELINE.
JOHN ROTH & CO., IMPORTERS, PEORIA, ILL.

The Business Outlook for 1911.

Continued from page 180.

BURLEY & TYRELL Co., Chicago.

We predict a good year, basing our view upon the reports given to us by our traveling salesmen. Unless they have made a mistake, 1911 will be a big business year in all lines.

Cook Pottery Co., Trenton.

We look for a good, safe, conservative business next year.

THOS. R. DAVIS, Punxsutawney, Pa.

Outlook for 1911 trade here seems to be fair. This is a coal center, and the wage question is settled for the coming year. Stocks are normal. There will not be very much demand for fine or ornamental wares, and business will be confined chiefly to cheap and medium-priced lines.

WILLIAM M. WARRIN, N. Y.

I am surely looking forward to good business next year. Stocks are depleted all over the country, and it is safe to conclude that buying will be more free next year.

Greenwood Pottery Co., Trenton.

We look for trade to be very good. The business of the country in general is better, people are getting more confidence, and the improvement in conditions can be noticed almost daily.

Colonial Pottery Co., East Liverpool.

"We are preparing to take care of large business next year, and I do not think we will be the least bit disappointed," said General Manager Chris Horton.

W. D. WHARTON, Appleton, Wis.

Clever creations in fancy things will have the call, and there is a tendency in the demand toward the better stuff in staples.

JOHN McCLELLAN & Co., Houston, Tex.

We look for a good trade next year, and think the demand will be for better goods. This is brought about by a fair-to-good cotton crop that has been marketed at a good price. In fact, everything that the earth produces has yielded abundantly, and the products are being sold at good prices.

Maddock Pottery Co., Trenton.

We look for trade to be very good next year. From the size of the orders being received we judge that stocks are unusually light, and the bulk of the orders booked for next year's delivery seem to bear

out this opinion. Only a general depression in business throughout the country will prevent next year from being a record breaker in the trade.

Hall China Co., East Liverpool.

"Inquiries from jobbers lead us to believe that 1911 will be a good year for the American pottery manufacturers. The demand for domestic goods is growing and we anticipate good business throughout the year."

GAMBLE DESMOND Co., New Haven, Conn.

It is our opinion that the business done in 1911 will make it a record year.

The Cook-Laurance Co., Cedar Rapids, Iowa.

Trade in our vicinity during the coming year should be good. We think stocks will be very light after the holidays, and there should be a good demand for medium-priced and useful lines.

Mercer Pottery Co., Trenton.

Unless the tariff is interfered with, trade next year should be very good. The demand for the finer grades of ware is constantly growing and we look for the bulk of next year's business to be for better goods.

BERRY BROS. & FRESCH, Baltimore, Md.

The business outlook in 1911 appears bright to us. Stocks on hand are not extra heavy, and with the present price of cotton, and the general fine condition of the agricultural trade, business in 1911 should be equally as good as, if not better than, in 1910.

IRA. A. JONES & Co., Chicago.

Indications point to a healthy business condition the coming year. American manufacturers of dinner ware have so improved the quality and appearance of their product that it is daily displacing imported goods.

A. P. DAVIS, Rochester, N. Y.

We see every prospect of good business during the coming year. Local conditions in the Empire state are good enough to bank on for good results.

SMITH & CHICK, Lexington, Ky.

We do not look for any great change in business conditions during 1911. We hope that 1911 will see the long-looked-forward-to reduction in the prices of necessities, so that the common people will have more money to spend on tableware and other things.

New Jersey China Pottery Co., Trenton.

Stocks are light, judging from the requests for rush deliveries, and we look for a big business next year.



WM. GUERIN & CO.,

MANUFACTURERS.

- No better French China made.
- Entirely new sample lines twice a year.
- Hardest glaze known on the Limoges market
—specially adapted for Hotel purposes.
- Strictly original ideas and decorations.

1911

will prove a success for the products of

WM. GUERIN & CO.,

FACTORY, LIMOGES, FRANCE.

AGENCIES:

NEW YORK, 33 PARK PLACE.

PARIS, 36 RUE DE PARADIS.

CHAS. STREIFF.
CHAS. WEISS.

Mr. Fobber :

*Don't make a mistake and send your
salesmen out before seeing our line.
Write quick for complete description.*

THE SEBRING POTTERY CO.,

Sebring, Ohio.

*Manufacturers of High Grade
Dinnerware and Specialties.*

DURABLE COIN GOLD.

When you buy a new hat or coat your desire is

1st—That it shall look well.

2d—That it shall wear well.

The same is true of your customer who buys a GOLD DECORATED DINNER SERVICE.

1st—It must be pleasing to the eye.

2d—The decoration must be the most durable make obtainable.

If the service carries a Monogram, Crest or Coat of Arms it will be much more pleasing and satisfactory to both yourself and your customer, as well as a permanent advertisement for you, if handsomely executed to her fancy.

We make a very attractive line of

DURABLE COIN GOLD DECORATIONS

— IN —

Incrustations, Lace Borders, Color on Gold Borders, etc.,

on standard makes of French China, which we carry in

— OPEN STOCK. —

OUR MONOGRAMS are artistically designed and skillfully executed, as such work should be; which explains, in a measure, why our productions have the call where “QUALITY COUNTS.”

If you are not familiar with our goods and the numerous advantages we offer you should become so without further delay.

JESSE DEAN,

ESTABLISHED 1865.

76 and 78 Carroll Street, Trenton, N. J.

Full line of samples at New York Office, 25 West Broadway.

Royal Doulton Potteries

Grindley Hotel Ware Co.
LIMITED.

W. H. Grindley & Co.

WM. S. PITCAIRN,

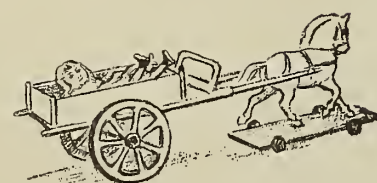
SOLE AGENT,

44 Murray Street, New York.



In Toyland.

Aerial Toys in the Lead This Year.
"Character" Dolls a Big Hit.



THE familiar hobby horse, the circus clown, the railroad train, the fuzzy Teddy bear and other delights of the small boy in time gone by are overshadowed among the holiday toys this year by an array of aerial contrivances. No up-to-date boy will be satisfied, apparently, with anything less than one of these fliers.

Santa Claus has kept in mind all classes of boys and has varied his supply to suit all needs. Twisting aeros, helicopters, Zeppelin dirigible balloons, Wright biplanes, Bleriot monoplanes, and parachute jumpers are in his pack, besides which there are many fantastic designs not copied after any standard model. France, Germany, America and Japan have all taken a hand in completing this flying outfit and the prices range from 25 cents to \$65.

While the boy who is favored with one of these novelties cannot expect to take a ride in his own ship he can at least have the joy of seeing his aero spin through the air for several minutes.

The higher priced models are propelled by rubber bands, while the cheaper fliers have a spiral spring or clockwork motion. The most pretentious of these fliers is a big red silk Wright biplane with a spread of five feet, tagged \$65. It is said to hold an altitude record of over a hundred feet—it flies 200 feet or more.

A less imposing aero of the same type can be bought for \$10. It flies from 75 to 100 feet. One of the most beautiful specimens is a graceful Antoinette monoplane with a yellow silk covering that sells for \$20. It is credited with a 100-foot flight. But the very best seller of the whole lot is a small monoplane that is marked \$1.50. This midget aero has the advantages of cheapness along with good soaring qualities. It travels from 75 to 100 feet.

There is a substantial looking Bleriot monoplane five feet in length that sells for \$32.50. While it is not nearly so attractive in appearance as many others, it is intended to stand rough and tumble use.

The Zeppelin balloon comes in patterns so cheap that almost any boy can afford one. The less expensive models are in metal and are propelled by a spring and are fashioned for suspended flight only. They range in price from 75 cents to \$5 and fly from one to four minutes. A dirigible balloon suitable for inflation may be

had for \$12. It comes with a bag three feet in length and can be inflated by the use of ordinary illuminating gas.

The circus merry-go-round has been included in the aerial display and there is one that carries six Zeppelin balloons. This contrivance is said to keep in motion four minutes. There are also feathered goslings and ducks that fly for one minute in a suspended position. They sell for 50 cents.

Kites in many designs still hold a place in the small boy's affections, and two particularly good ones are a dragon fly and an eagle design. They carry 500 yards of string and sell for \$3.

One of the best spiral spring models in aeros is a Wright biplane with celluloid planes that flies for six minutes. It also carries an aviator.

In launching the aero propelled by rubber bands some practice is required. The machine should be sent into the air with a forward lurch. When two propellers are used care should be taken to wind them in opposite directions. Each propeller should be wound about 150 turns and can be blocked with a wire pin while the other is being tuned up. To make the aeroplane go in a circle wind one propeller about fifty times more than the other. A good way to preserve the rubber bands is to sprinkle them with talcum powder frequently.

Another aerial toy that appeals to the small boy is a parachute jumper with complete paraphernalia, which performs its feat by the pulling of a string. It can be had from 50 cents to \$1.

The natural-faced dolls, the ones that look like real little boys and girls, led the host of dolls of all nations and conditions as they flurried onto their counters and shelves when the tocsin rang out this month for another merry war of Christmas shoppers.

It was all an accident that first introduced the natural faces, or as the departments call them, the "character" dolls, says the "Evening Sun." An artist over in Germany, where by far the largest number of all the dolls in the world come from, was modeling a baby doll's face and trying to get a laughing mouth. And because he was a real artist and because he knew real live babies very, very well, he made the face too lifelike altogether to suit his employer, who said, just as soon as he saw it, "No,

no; it will never sell," and who threw it scornfully into a corner with other discarded efforts. But an American buyer came along before the rubbish in the corner had been shoveled into the junk heap, and spying the baby face ejaculated at first sight: "That is what I want to a T. It will make no end of a hit among my small customers." So he ordered a big consignment of the babies. Then, struck by a happy thought, he demanded that the same artist make him models with real boy and girl faces, of all school ages: laughing and pouting lips, demure and mischievous eyes, and complexions and hair as varied as the features of his clientele. And now that once-discarded baby with the sweet, moist-looking, smiling mouth is the treasure of thousands of little girls, and the manufacturer is having his hands full to keep up with orders for it.

The baby doll was here last year, but the little boy and girl dolls were not ready for last year's holiday season. They arrived just in time for this one. The newest ones of them open and shut their eyes just like the big, staring eyes of the old-fashioned doll.

But, then, the old-time dolls, with eyes twice as big as their mouths, are the choice of many children yet. There are just as many and unaccountable tastes among the little folk as there are among their fathers and mothers, and the little clients of the toy departments are about equally divided between the new and the old. By next year the tide will undoubtedly have turned in strong favor of the new kind, and the old, big-eyed and staring expression will soon be as funny to the children as some of the antiquated dolls laid away long ago in store chests are to the youngsters of to-day.

Some of the girls see in the new dolls wonderful possibilities. Now and then, a child with her mother's shopping instincts, fusses to find a face that has a family resemblance to her own until the saleswoman, trained to wear a smiling face, however villanious she may feel inside, has hard work with impatient customers waiting for her to keep a sympathetic manner as she overhauls again and again the treasures of her section.

Boy dolls have looked up remarkably since the character dolls came in. One finds about as many of them as of little girls, and no doll family is at all complete if it is made up solely of girls. The boy doll's costumes are not the stiff things that they used to be. They are just what a live boy wears school days, holidays and Sundays. And there are changes of them, though not quite so lavish in number as in the girl dolls' wardrobes.

Everything that a little girl can possibly want for herself is provided for her doll, of course. The raincoats, made of real silk rubber in grown-up style, are the most popular things among the clothes. And, of course, there are automobile coats impervious to wind and weather, and the filmy wraps for the heated limousine that are for mere show at the opera.

Fewer mothers sit up until Santa Claus has long set in on his rounds to make dolls' outfits nowadays, for everything in any size at all can be had ready made. To be sure, the prices of dolls' and of little girls' clothes are

not at all proportioned to their size, but one can find at small cost garments that will do for the doll of a child who is not yet critical as to finish and quality of material. When it comes to buying regardless of price one can find sumptuous frocks and coats, rich furs and luxurious accessories that will mount in a single doll's trousseau to figures that would fit out several children very comfortably in some families where money is a very serious consideration. The Tyrolean hats and the big picture hats in dolls' millinery departments run the full gamut of grown-up styles. And there are the automobile hood and bonnets, quaint and picturesque from their copy of old-time models.

Character dolls occupy a more and more conspicuous place in toy departments season by season. Paris ladies, gay in the latest and most clinging modes, are very popular this year; but they are used more by grown-ups for favors and prizes than by the children. The hobble-skirted doll is such a seller that it cannot be kept regularly in stock. Then there are peasant dolls from all the European countries and some Asiatic ones; servant dolls of various kinds, from cook to butler and the supercilious lady's maid, each in the uniform of his or her class; French and German officers and soldiers; "Hiram," in his blue jeans and shirt sleeves, is deservedly a favorite with the little and big customers, and Uncle Sam is often chosen to watch over the nursery. A certain former President is added to the group under his popular diminutive.

Among the flying machines there are a good many different models. The best of the aeroplanes have nine or ten different models, and the dirigibles three or four. The aeroplanes are worked by a rubber band, and the owner has to wind the spring up as many times as the propeller will revolve in its flight. Since from 100 to 240 revolutions will be needed, the work of winding is not inconsiderable. There is a whisper that another toy flying machine of more practical character will be ready for the market next year. These machines that do actual work cost from 25 cents to twice as many dollars.

"The boys who come in for flying machines," said a man who buys more toys annually than any other person in the world, "know more about the flying machines than we do. They are familiar with all the leading makes, know the details of their construction, and are very particular to get something as near to their favorite type as possible. They ask no questions—they give us advice."

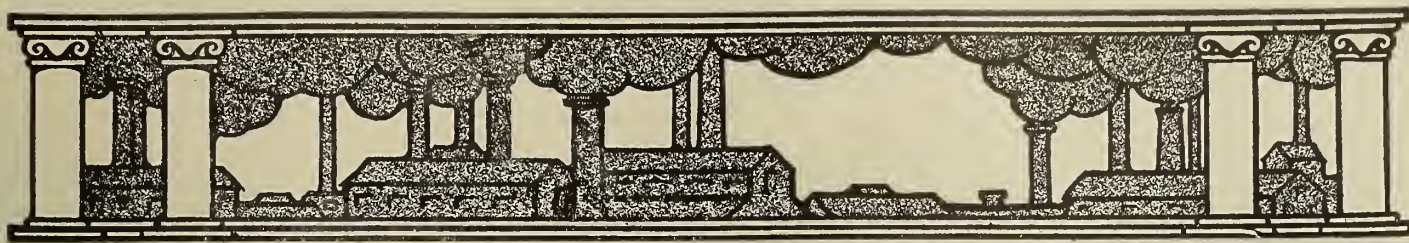
Steam and electric engines and railroad trains continue as popular with the boys as ever. Good old Humpty Dumpty in full thirty different phases and sizes is the same old friend.

A good many million dollars are invested in this country annually in toys, and of this amount not over 20 per cent. of the toys are made in this country. Germany leads in toys generally, as well as in dolls. France once held the market for the best dolls, but has had to concede the first place to Germany. Some of the finest mechanical toys originate in France.



Cut Glass Lamp

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Reminiscences of an Old Trenton Potter.



ASKED to tell some of his reminiscences of early days in the Trenton potteries, Wm. B. Ellis, of 957 Pennsylvania avenue, that city, said he was the first employe at the Glasgow Pottery, started by the late John Moses in 1862, and also made the first plate at the Stillhouse Pottery, on the present site of the Imperial Porcelain Works, in the following year. He retired from his trade in 1900, having been employed previous thereto at the Providential Tile Works for ten years. He is now seventy-one. There are several older men among the potters of Trenton, still engaged in their trade, but his experience reaches further back into the local history of the industry than that of any other living potter, and he has many interesting recollections.

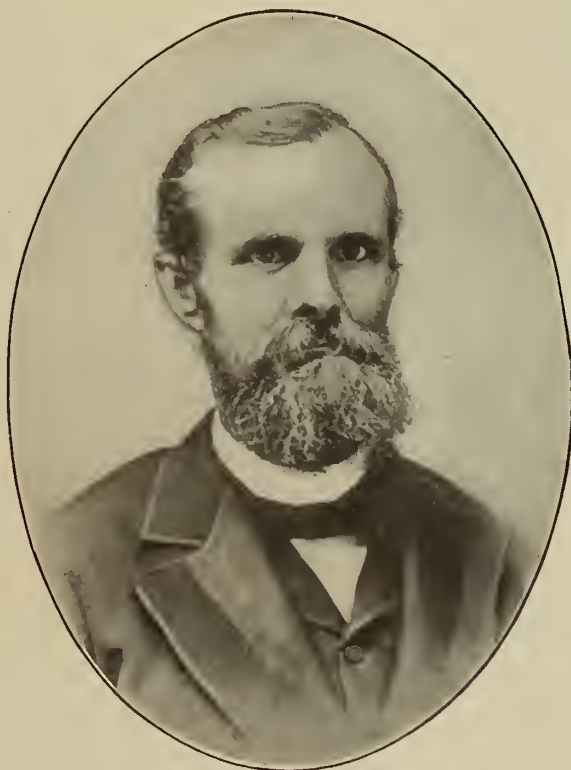
Ellis is a native of England. When he was but three years of age his father was exiled to Tasmania because of his prominent activities in the Chartist movement, which was designed to give the right of suffrage to all residents of Great Britain, regardless of social conditions. Half of the potters of England at that time were unable to read or write and were desirous of improving their condition. The boy was early thrown upon his own resources. After learning the potter's trade he came to the United States when but ten years of age, securing employment at North Bay, on Oneida Lake, N. Y. The pottery at that place was a very crude affair, resembling a woodshed. Flower pots, stone jugs, pie dishes and other articles of brown stoneware were made there. Albany dip, which was simply liquid clay, was used for an inside glaze, while salt was the only known outside glaze.

In those days, when a potter went on strike and was unsuccessful, he was often obliged to travel a hundred miles or more in order to obtain employment, so few were the pottery plants. At Greenpoint, N. Y., Ellis found an establishment that was founded by a man named Cartwright, who had come to the United States in 1845 as an agent for Jonah Simpson Reed, the maternal grandfather of Ellis, to sell \$3,000 worth of common printed ware made by Reed, and failed to return with the money. Ellis has a plate that was made at his grandfather's place seventy-five years ago. It is of crude white ware with pale blue printed decoration.

Ellis went to Trenton in 1859 and worked for three years at the City Pottery, near the Perry street crossing of the Pennsylvania Railroad, long ago replaced by one

of the Maddock potteries. The old pottery was a primitive establishment, built of rough upright boards, and its equipment was crude. The old potter recalls that the grinding machines used for puerizing the hard lumpy clay, were very severe on his hands. Steam power was unknown in the pottery business until the Stillhouse Pottery was started and the engine that was formerly used in the whiskey distillery at that place was brought into use. Canal boatmen who had been accustomed to patronizing the old distillery often came into the pottery to get their jugs filled, and it was several months before they came to understand that the distillery had been abolished. John Corbett, who died about a month ago, aged eighty-nine years, was the first engineer at this pottery, and therefore the first man to run an engine in a Trenton pottery.

Ellis recalls that the location of the Etruria plant, now



WILLIAM B. ELLIS.

a part of the Cook Pottery system, was determined by two Englishmen, James Taylor and William Bloer, while they consumed a quart of beer together. These

men had thoroughly investigated the resources of Trenton and of Bristol, Pa., and were pleased with both places. While they drank together they chose Trenton as the location for their plant.

Ellis worked for a while in South Amboy and recalls the early struggles of the Swan Hill Pottery at that place. The Englishmen who started it desired to make yellow stoneware, but failed to get the right color when they fired their kilns. The ware invariably came out green. After they abandoned the project the plant was secured by a new company, one of the members of which was Joseph Wooten, who is now the manager of the clay department at the Empire Pottery in Trenton. These men discovered that the kilns, when abandoned, contained an excellent quality of yellow ware, but the original promoters had given up in despair when they removed a few saggars just inside the entrance, where the heat was insufficient to produce the desired results, and found the ware to be green, as usual, little dreaming that their experiment had really resulted in success.

Before going to Trenton, Ellis worked at a pottery in East Bennington, Vt., where about thirty journeymen were employed, and the place was then one of the largest potteries in the United States. The employes lived at the moderate cost of \$2 to \$2.50 per week, with the exception of one man, who insisted upon living at a hotel and paying \$3 per week. He also wore patent-leather shoes, and was considered as a decided "fop."

The Bennington plant and all others were completely eclipsed when Moore & Richey built the Anchor Pottery, in Trenton, which cost \$50,000, and was easily the largest in the United States. Ellis was also employed there for several years.

In 1875 he went to Perth Amboy and worked for William Hall & Sons, who were among the first to introduce the manufacture of fancy terra cotta work for the exteriors of buildings. Ellis helped to make, at that place, the terra cotta ornaments for the Trenton Masonic Temple. Strict orders were given that all the moulds should be smashed after the work was done, so that the ornaments could not be duplicated. For a while he managed the Benton Pottery, at Perth Amboy, where an engine was used that was brought from a soap and candle factory on Staten Island that had been operated by Garibaldi, the noted Italian patriot.

INTELLIGENT WORKMEN.

EVERY man, however humble his sphere, should strive to become thoroughly conversant with the requirements of the position he occupies. Nor should his endeavors stop here or be content with this. To-day, the best informed stands the best chance of winning, and whether it be your lot to figure as employer or employee, nothing but the most thorough preparation for your work will successfully contend with the thousand-and-one difficulties which beset your path.

In the past, history tells us that attempts on the part

of the individual workman to improve his mind were crushed down by employers, who appreciated and feared the results which inevitably follow such enlightenment. It was policy to keep the workmen in ignorance, to treat them merely as animals and beasts of burden. It was this ignorance which threatened the lives and destroyed the inventions of thinking men. It was the ignorance of barbarism.

The revolving years have brought a change. The old customs have been broken and the sun of intelligence shines brightly where once was naught but darkness. Men feel that "knowledge is power." The workmen feel it. The employer knows it. The establishment in many instances, by manufacturers, of libraries and reading rooms for their workmen is the best proof of the acceptance of the doctrine. Everywhere the truth is becoming more and more apparent, and progress goes hand-in-hand with it. And those countries which bestow upon this question the greatest attention are reaping the greatest benefits.

In our own country there is hardly an excuse for a lack in this particular. Our day schools give the poorest of our children ample opportunities to lay the foundation for a good education. Our evening schools cater to the wants of those who labor during the day, but thirst for knowledge and are willing to work for it. Our free libraries and reading rooms, located in every city and town, are magazines of information at the disposal of all who seek to improve. In every direction opportunities for the acquirement of knowledge invite the mechanic. Do not neglect the golden chances. Learn all you can. Every acquirement is a step higher. Labor constantly for something better in the future, but remember, without study, application and effort, that better will never come.



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A SUCCESSFUL YEAR, AND THE REASON WHY.

It is not a hard proposition to manufacture pottery ware—that is, some kinds of pottery—but it takes the advanced knowledge of the pottery



business to be fully abreast or a neck ahead of the American Standard as it stands to-day — unexcelled by the product of the world of a like kind. We say, again, it takes knowledge of the business to be up with the leaders in American pottery production.

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SEBRING, OHIO.



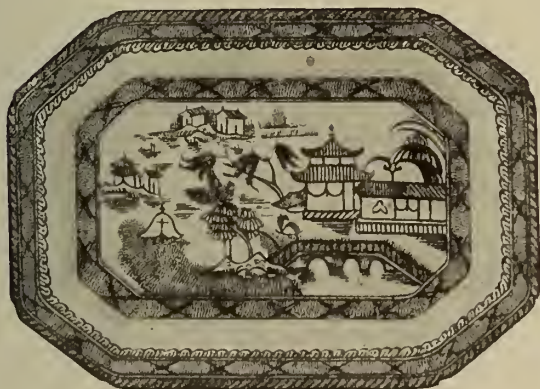
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How He Invented a Flower-Pot Machine.



THE following story was published in a recent issue of the "Scientific American," and won second prize in its contest for articles telling How the Inventor Conceived the Idea:

In the summer of 1875 I found myself in financial straits, with nothing to do but look for a new position. I lived in Connecticut. During my search for work I entered a pottery one day, where flower-pots were made. I promptly applied for a position, and told the proprietor that I was not a potter, but willing to do anything that was honest at his own valuation of my services. He replied simply that there was nothing for me. To be sure, he did need a man who could "turn" saucers, but it was quite necessary that they should be "turned" according to his ideas and methods.

"Suppose that under your instruction I should succeed? Would you give me work?"

"Yes," he replied; "a steady job. But you would not earn anything for at least six months, if at all."

A cheerful prospect that.

"I'll try," I said, "until something turns up."

He assigned me to a "crib," a new thing to me. I found myself chasing a ball of clay on a revolving wheel head, trying to make it come to a center. If you know what that means you will understand that when 6 p. m. arrived the future looked anything but rosy, and my frame of mind was anything but optimistic.

Next morning I returned to the crib, despite my disheartening experience of the previous day. To be brief, I began to earn wages in six weeks, instead of the six months of which the proprietor had gloomily spoken when I first applied to him. This was making history in the potter's trade.

My evenings gave me much leisure time for thinking and reading. I read much ancient history. When I found out what the ancients had done, I remarked to the proprietor one day:

"Two thousand years ago the Egyptians used crude machinery like this. Yours is just as crude as theirs. Is it possible that no advance has been made in two thousand years?"

"Clay," he replied, "is very obstinate to mold. A machine for molding it was constructed once, I believe, but it was not successful. A square pot, for example, would be a very fine thing for florists' use, but it can't be made, at least by machine."

"How about a steady job," I asked, "if I construct a machine that will produce both square and round pots?"

He laughed and retorted:

"Such a machine would mean steady employment for you."

"I'll try it," I said.

He smiled a smile of sweet incredulity and turned away.

The advantage of a square over a round pot is perhaps worth noticing. Florists use the smaller sizes in very large quantities. The sizes range from two inches to four inches across the top, and advance in quarter-inch steps. The capacity of a two-inch square pot is equal to that of a $2\frac{1}{4}$ -inch round pot. Hence the answer to the question: "How much less shelf room would a two-inch square pot occupy?" is solved by a simple mathematical computation. This is only one item involved in the question of economy to the florist. It appeals to the manufacturer as well, because to him it means an economy in drying room space, saggers, kiln setting, packing and every detail of the manufacturing process.

I had no idea of how to go about the task I had set for myself. Besides, I was crippled by lack of money. I put on my thinking cap, however, and wore it twenty-four hours a day. I began to make experiments. There were as many failures as there are stars. When cold weather came my opportunity came with it. Clay is egregiously adhesive, especially under pressure. It was my aim to obtain what I wanted by a direct, rapid stroke with vertical pressure in contradistinction to the ancient revolving processes still in vogue.

I could master the mechanical movements easily enough, but I could not devise a way to cause the iron dies to shed a perfect pot. One cold morning, as I was standing by the stove in conversation with a friend, I mechanically tapped a ball of clay which I happened to have in my hand against the warm stove. It flashed on me, "Here is the solution. There is no resistance. Heat your dies."

That evening I placed a lighted kerosene lamp under the dies, and when they were well heated set the plunger going. Presto! A perfect two-inch square flower-pot was the result.

The next morning I exhibited several specimens of the square flower-pot at the shop. The proprietor was visibly astonished.

"This is the first time in the history of pottery," said he, "that a square flower-pot has been made. How many can you make?"

"As many as you are willing to pay for," was my retort courteous. To be brief, I caused a practical working machine to be constructed, operated by hand power, using steam for heating the dies.

The raw material was taken from the bank and left for a time to disintegrate. The box was constructed of lumber three feet square and high. A vertical wooden shaft, eight inches in diameter, was supported by bearings at both ends with several steel knives about fifteen inches in length. These projected at right angles from the axis. A horizontal sweep for horse-power constituted the pug mill, in which the disintegrated clay was thrown. While the knives revolved the attendant added clay and water from time to time until the material was of the proper consistency and temper. The revolving knives formed a cylinder of clay within the square solid mass, which may possibly have suggested the cylindrical iron pug mill now often found in many shops. When thoroughly mixed the clay was passed up to the turners in large plastic lumps, and placed upon their benches, where they sliced it with wires, extracted stones and other foreign matter, molded it, slapped it, eliminated the air bubbles, and manipulated the mass to a firm, compact body. It was then made into balls of the proper size for throwing.

Clay for the machine went through the same process up to delivery to the turners, but was not manipulated otherwise than to cut it into balls of the proper size. I employed only a boy to assist me. Together we performed all the labor, including the making of the balls, keeping up steam, which was utilized for heating the dies. The vertical plunger was connected with a hand lever, eight feet long, operated by the boy. The mechanical movements were so adjusted that as the plunger ascended a finished pot was lifted from the matrix, ready for removal to the drying board. The speed was limited only to the dexterity of the operator who fed the machine and removed the pots. Had steam been used to operate the plunger, the output would have been increased fifty per cent.

I set the machine up in the shop and was commissioned to make 250,000 pots at an agreed price. When I started up the machine turned out 5,000 pots per day. By hard work a hand turner could turn out about 800 pots a day. I made forty-three pots in a minute by the boss's watch. My wages were \$7 per day, and my pots were produced so rapidly that there was no room to dry them. This was too much for the proprietor. According to his notion, a laboring man should not earn so much a day, besides flooding the shop with his products. He repudiated his contract, which was easy, because it was oral.

Because of my poverty, the proprietor expected I would want to compromise. Instead, I removed my plant to the machine shop where it was constructed, mailed a few circulars, and received some replies, one from a prominent manufacturer of Cincinnati, who came to see

the machine. We agreed on a price, which he paid, and I turned over everything to him. After I paid my debts I was as poor as ever, but rich in experience.

If I had had capital at that time I should have undertaken to build up a business for myself, and I would have been successful, for I believe I was the very first person who ever applied heat to dies for making clay products.

HINTS TO STOREKEEPERS.

IT is a pretty safe rule never to go the limit on any new thing, no matter how good it looks.

It is a pretty good plan to take an interest in your trade organization. There never was a time when organization could not produce beneficial results for almost anybody.

Don't confine your consideration of your trade association to a kick in the nature of, "What has the association ever done for me?" Consider, as well, whether you have ever done anything for the association.

It is a wise merchant who knows just the moment when a line of goods or an article has reached a point where it should be moved, regardless of price.

Advertising will govern what people say of your store to some extent, but your treatment of customers will have even more to do with it.

Many a merchant who in some way has become owner of a large store is still in effect the man-of-all-work, trying to attend to all the minor details, just as he did when he was running a one-man store.

It pays to be accommodating, but there must be a line drawn somewhere in every store. Remember that the more you do for your customers the more it costs you to make sales.

When you are selling goods to men, bear in mind that the more quickly you can deliver the goods to them after getting the money, the better satisfied they will be.—
Frank Farrington.



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The Story of Crown Derby China.

PORCELAIN was first produced in Derby, England, very soon after its introduction into Europe. Although it was not until the early part of the eighteenth century that John Bottger, the German pioneer of the ceramic art, made his important discovery, a china factory was established at Derby by William Duesbury in 1750, and the Derby ware soon attained national fame. It furnished the tables of the king, and was sought after by the nobles. In a word, it became the vogue. Duesbury acquired the right to use the Royal Crown to distinguish his wares, and his factory became the most celebrated of its kind in the United Kingdom.

As to the origin of the Duesbury Works, this much is known. Some years prior to 1750 a young French refugee, named Andrew Planché, took up his abode in the town. He was a person in humble circumstances, and earned a precarious livelihood by fashioning small articles in china, such as lambs, dogs, cats, birds, sheep, and other toys, which were fired at a local pipe-kiln. William Duesbury became acquainted with him and engaged his services. By patience and perseverance the manufacture of these simple china ornaments was improved, and the two soon added to their productions a great variety of other ornamental and useful articles. Duesbury's efforts were noticed and encouraged by a Derby banker, Mr. Heath, who owned an earthenware manufactory. This was about 1748, or three years before the founding of the Worcester factory.

The site occupied by Duesbury when, in 1750, he began to make china in earnest, was on the Nottingham Road, near the foot of St. Mary's bridge. Subsequently, buildings giving greater accommodation were erected near the same spot.

In 1769, Duesbury acquired the famous factory at Chelsea. Here a splendid variety of figures, vases, and other beautiful ornaments had been made, as well as a fine assortment of dessert and tea services. The owners employed first-class artists in painting and gilding. But their success was only transient, although their workmen were producing the choicest and most artistic wares, which were usually disposed of at handsome prices.

In 1776 the Bow factory was also amalgamated with that at Derby, to which place the whole of the London business was eventually transferred. Under the new conditions, as might be expected from the rare combination of the honorable traditions of Chelsea and Bow, the Derby productions attained great popularity and distinc-

tion, and may truly be said to have been equalled by few other makes and excelled by none.

Duesbury lived to a good old age, and died in November, 1786, sincerely regretted and respected by all who knew him.

He was succeeded in the business by his son William, who married a daughter of Alderman Edwards, who was Mayor of Derby several times. William Duesbury, the younger, was a man of superior talents, and brought the manufacture to great perfection in every branch. He was encouraged by George the Third and other members of the royal family. As already mentioned, George the Third granted him a patent to mark the Derby china with a crown. The Duke of Devonshire, and the "Beautiful Duchess," whom Gainesborough has immortalized, often visited the manufactory, and with other notables of the day, including William Pitt, the great Commoner, gave large orders for a rich variety of useful and ornamental china.

The showroom at that time was superior to any in the land. The figure trade was without a rival for many years, and the productions reached the highest stage of perfection. The workmen whom Duesbury collected round him possessed the true artistic spirit. They went to nature for their models. All of them were men of taste; some of them were men of genius. The decorations were brought to a greater degree of excellence than at any other time, and the drawing and coloring of flowers were inimitable in their peerless perfection.

For fifteen years, up to 1796, one of the most famous of the artists, a painter of flowers, was William Billingsley, artist and innkeeper—quicker combination—whose skill was afterwards a tradition at the works which none dared to dispute. Specimens of his work were retained as standards of excellence, and in the pattern books frequently copied designs bore his name. Among the cherished specimens kept at the old works was his 'Prentice Plate, now preserved at the Derby Art Gallery. Its splendid roses are a revelation of refined treatment and gentle coloring.

The younger Duesbury was of a delicate constitution, and, acting upon the advice of his friends, he took into partnership Michael Kean, a gifted Irishman, a first-rate artist and a good designer. Duesbury died in 1796, having only survived his father ten years. The manufacture was continued successfully for several years by Kean, who, in 1809, disposed of it to Robert Bloor, who carried

it on for some years longer. Bloor considerably increased the volume of trade, but not its character, manufacturing to a great extent and then selling by auction all over the country.

On Bloor's death the business was taken over by Mr. Clark, a sculptor and ceramic painter, who had married the only surviving granddaughter of Bloor. This gentleman experienced great difficulty in conducting the business, owing to his want of practical knowledge, and he finally disposed of the entire stock of models, etc., and everything movable on the premises, to a firm in the Staffordshire Potteries. The works were closed in 1848, and were shortly afterwards demolished.

The workmen who made the place famous have all passed away, but such names as Billingsley, Pegg (the Quaker), James Rouse, Leonard and John Lead, Marriott, Rowland, Cutts, Wheeldon, Steele, Hopkinson, Haslem (many years art tutor to Queen Victoria), and others, will live long in the world of ceramics.

Although the works were dismantled in 1848, the production of china in Derby was not allowed to die out. Mr. Sampson Hancock (now deceased), assisted by other hands from the Bloor factory, carried on a small works, where he produced articles of the old type and character.

In 1877 a company, styled "The Derby Crown Porcelain Company, Limited," was formed to revive the industry, and works were established on the Osmanston Road. Considerable success attended the venture, and in the year 1890, on the representation of the seventh Duke of Devonshire, Lord-Lieutenant of the County and Lord High Steward of Derby, Her Majesty Queen Victoria was pleased to command that the company should in future be styled "The Royal Crown Derby Porcelain Company, Limited," and to grant the company a warrant of appointment as porcelain manufacturers to Her Majesty at Derby.

In 1901, on his accession to the throne, King Edward the Seventh granted the company a similar warrant.

On the merits of the Derby productions of the present time, it is not necessary to dwell at any length. Some of the best "Old Derby" patterns are revived, including the celebrated Derby "Japans," with their rich blendings of gold, red, and blue.

The company's craftsmen have been, and are, in the very front rank of their profession. Among them may be named Monsieur Désiré Leroy, an artist trained at Sèvres and a naturalized Englishman. He joined the company's staff in 1890, and remained with them until his death in 1908. M. Leroy made a specialty of old-time Sèvres flower, bird, and trophy painting, and was also strikingly successful with white enamels. His work is eagerly sought after by connoisseurs.

Another artist whose work is well known is A. Gregory, who has made a special study of Billingsley's work, and has succeeded in attaining the pleasing grouping and delicate touch of that prince of posy painters.

The company have produced many notable presentation works. Special mention may be made of the Gladstone dessert service (1883), which elicited from the great Liberal leader a tribute which was, perhaps, one of the most charming disquisitions on ceramics ever uttered or published; and Queen Victoria's jubilee vases, presented by the ladies of Derby (1887). The company have also supplied royalty with more serviceable articles, and since 1900 have been favored with the order for dinner, tea, and breakfast services, etc., for the King's yachts.

Needless to say, these new works enjoy a considerable home and foreign trade. The exports to the United States and Canada are especially large, for "Royal Crown Derby" is a great favorite with lovers of fine ceramics here. The showroom visitors book itself is a sort of world directory.



A DECORATION THAT WOULD APPEAL TO LOVERS OF CATS.

BUY IN BOSTON!

OUR Import line of crockery and glass will be ready for inspection early in the coming year. The display will contain samples from the best factories in Europe, showing their newest patterns.

Ours is the largest building in the country devoted exclusively to crockery and glassware. It is filled with choice selections ready for immediate delivery at all times.

With our immense facilities we quote attractive prices. All we ask is a fair trial.

Mitchell, Woodbury Co.,

556-560 Atlantic Avenue,

BOSTON, MASS.

Make New England Greater

HARRY B. HOLLIS

New England Sales Agent

Cambridge Glass Co.

Pressed and Blown Glassware

The Benziger Co., Brass and Copper
Stationers' and Smokers' Articles

Also complete lines of Cut
and Stone Engraved
Glass, and High-
Grade Panel
Mirrors

OFFICE ALWAYS OPEN

157 Federal Street, Boston, Mass.

"A Merry Christmas"

George A. Granville

144-150 Congress St., Boston, Mass.

REPRESENTING

A. H. HEISEY & CO.
NEWARK, OHIO

Dugan Glass Co.
Indiana, Pa.

Corona Cut Glass Co.
Toledo, Ohio

WM. R. CLAFLIN

144 HIGH STREET, BOSTON

Phone Fort Hill 3190

Rich Cut Glass (Krantz, Smith & Co., Inc.)

Gas and Electric Portables

Art Glass Shades (Andrew H. Hoag Co.)

Swedish w/w Enameled Ware

(Markt & Hammacher Co.)

Lead Blown Tumblers, Goblets and

Bar Goods (Huntington Tumbler Co.)

PRICES HERE ARE INTERESTING
SOMETHING NEW ALL THE TIME

New England Agent

FEDERAL GLASS CO.

Manufacturers of

Blown and Pressed Tumblers, Plain and Engraved Sodas,
Minerals, Ales and Bar Goods; Packers' Jars and Tumb-
lers, Fruit Jars, Jelly Glasses, Tableware, Etc.

Office always open. Free use of telephone and messenger
service. Make this your headquarters when in town.

Albert E. Haskell

Near
Post Office Square 19 Pearl Street, BOSTON

JAPANESE GOODS

Hattori & Nishiura

100 High Street,

Telephone
2421 Forth hill

Boston, Mass.

J. Frank Hinckley J. S. Dawes

REMOVED TO

19 Pearl Street, Rooms 26-27

Boston Sample Rooms for

The Hall China Co.

The West End Pottery Co.

The Coop-Flint Glass Co.

The Potomac Glass Co.

Patronize *Boston* Offices

SEE THE ENTIRE 1911 LINE OF

The Roseville Pottery Co., (^{Zanesville,} Ohio)

AT THEIR PERMANENT DISPLAY ROOM

41 PEARL STREET, BOSTON, MASS.

CHAS. MARTIN, Representative

ROZANE
WARE

JARDINIERES, FERN DISHES, JARDINIERES and PEDESTALS, EGYPTO
VASES, (glazed, blended, decorated, matt finish, ivory and art).

Complete line of fireproof brown and white lined cooking ware. Pitchers, Toilet
Sets, Cuspidors, Stoneware, NOVELTIES

ROZANE
WARE

GEO. W. BEALS

41 PEARL STREET, BOSTON

Representing

Quaker City Cut
Glass Co.
Crown Art Glass Co.
International Shade Co.
Manhattan Art Glass
and Metal Co.
Century Brass Co.
Goodwin & Kintz Co.



Vacuum Bottle



Vacuum Carafe

VACUUM SPECIALTY CO.

Henry T. Edwards

105 Federal Street, Boston

New England Agent

Fostoria Glass Co.

Blown Glassware in all the Latest Designs
Pressed Glassware
Sterling Silver Deposit Ware
Decorated Lamps

Ban Ichi (Number One)

That is the kind of

Japanese Goods

Sold to the trade by

The Tajimi Co.

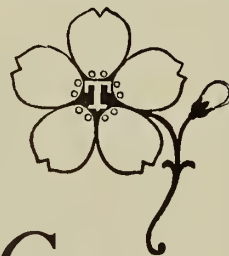
Boston Salesrooms

41 Pearl Street, cor. Franklin Street

HEADQUARTERS IN THE U. S.

597 BROADWAY

NEW YORK



Do You Sell Cut Glass?

My line of Cut Glass is a revelation for
patterns, brilliancy and up-to-dateness.

"The line with the biggest profits"

J. W. Power

164 Federal Street,

Boston

Also complete line of Lamp and Candle Shades.

Call in and shake hands.

Ask for quotations on Head Fringe
Candle Shade Linings.

IMMEDIATE DELIVERIES OF IMPORTED GOODS.

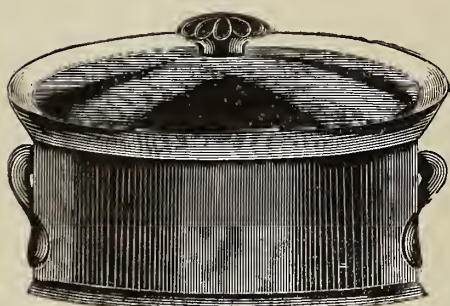
WE CARRY IN STOCK AND ARE RECOGNIZED HEADQUARTERS FOR
GENUINE SARREGUEMINE BROWN AND WHITE WARE.

FRENCH BROWN AND WHITE FIRE-PROOF CHINA.

ALUMINATE ALL-WHITE FIRE-PROOF CHINA.

PAPIER MACHE GOODS—a very complete line.
BOHEMIAN CUT GLASS NOVELTIES,

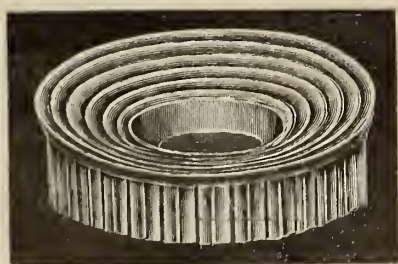
such as Salts, Knife Rests, Mustards and Toothpick Holders.



Oval Casserole.
Genuine Sarreguemine.



Salt Shaker.
Bohemian Cut Glass.

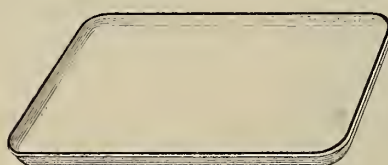


Aluminate Soufflé.
White Fire-Proof China.



OUR STOCKS

for immediate shipment are
more varied and larger than
ever before.



Papier Mache Tray.
White or Black, with Gold Band.



French Biggin.
Fire-Proof Brown and White China.

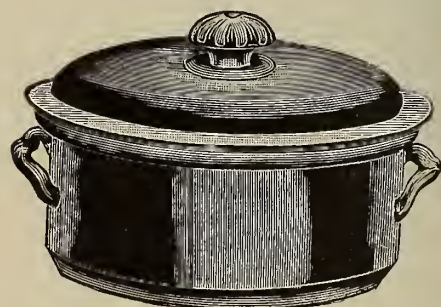


Celery Dip.
Bohemian Cut Glass.

IMPORT LINES.

Our import lines for 1911
have also been extended.
Samples are now on display
in our showrooms.

Catalogues and price lists
on stock or import will be
mailed upon request. Write
the letter NOW.



New York Stew Pan.
Genuine Sarreguemine.

FRANK & DE KEYSER

33 PARK PLACE, NEW YORK.

CHIPPENDALE KRYSTOL.

A letter from a satisfied customer:

Nov. 23, 1910.

The Chippendale line was displayed yesterday in our store.

Any doubts that we may have had regarding our ability to sell same are now entirely dissipated. We are more than pleased with the design, finish and price.

The display appeals to most every woman, and there is no question of its sale with us.

Kindly rush an additional order for an assortment of the ware to the value of \$150. The selection of the order we leave to you.

We receive many letters similar to this one.

The Jefferson Glass Co.,

FOLLANSBEE, W. VA.

If you sell Gas and Electric Fixtures, write to us for information concerning our new Luceo Reflectors. The best reflector ever produced.

SAMPLE ROOMS AND REPRESENTATIVES :

London, Eng., C. J. Pratt, 118 Holborn.

New York, Fred Skelton, 32 Park Place.

Philadelphia, Geo. Ruth, 16 North Sixth St.

Pittsburgh, T. R. Crock, 622 Lewis Building.

Providence, R. I., Charles Hartford, 27 Bolander St.

Chicago, Ira A. Jones Co., 38 Lake St.

Detroit, Ira A. Jones Co., 242 Griswold St.

Salt Lake City, H. R. Bartlett, Dooley Block.

San Francisco, Himmelstern Bros., 718 Mission St.

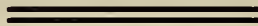
Southern California and Arizona, M. F. Wynkoop, 371 Oakland Ave.

The National China Co.

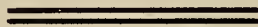
MANUFACTURES

Semi-Porcelain Plain and Decorated Dinner and Toilet Ware.

Also complete lines of Cable and Hotel Shapes.



1911 lines of Calendars, Souvenir Plates, Plaques and advertising goods are especially strong.



General Offices and Sample Rooms, East Liverpool, O.

Factories, East Liverpool and Salineville, O.



Another Year of Extensive Advertising of



METTLACH WARE.



Did you get your share of the enormous business thus created in this popular line of goods? We spend our money freely in all the best known national magazines, so that those firms carrying the line will sell it fast, and, like Oliver Twist, "ask for more."

Thousands and thousands of the fascinating booklet entitled

"Making Steins in an Old Monastery"

have been eagerly sought for and cheerfully sent to interested women, each recipient thereafter becoming a purchaser of METTLACH WARE. Get in a good stock so that YOU can supply the demand—or the OTHER FELLOW will. 1911 will be a phenomenal year for METTLACH—new creations constantly.

Immediate delivery can be had from the large wholesale houses throughout the country. Complete sample lines,

IMPORT ONLY,

including all the new METTLACH creations for 1911, now ready in the New York show-rooms.

E. R. THIELER,

Sole Representative of Villeroy & Boch in the United States and Canada,

66 c Park Place, N. Y.

OTHER VILLEROY & BOCH FACTORIES:

DRESDEN: Table and Toilet Ware, Jardinières, Pedestals, etc.

SCHRAMBERG: High Grade Majolica, Staple and Fancy Goods.

SEPTFONTAINES: Fireproof Cooking Ware, etc.

WALLERFANGEN: Cheap Bowls, Cups and Saucers, Plaques, Toy Tea Sets, etc.

WADGASSEN: Crystal Plain and Engraved Table Glassware, Fancy Roemers, etc.

New Store.

New Goods.

NOTE OUR NEW NUMBERS :

221-227 Fourth Ave., Northeast Corner
Eighteenth Street, **New York.**

(AMERICAN WOOLEN BUILDING)

LOUIS WOLF & CO.,

Import Commission

DOLLS, TOYS, CHINA.

Larger Variety—More Lines.

With our increased space we not only have expanded our business, but are making a better display, enabling the trade to see by daylight just what they are selecting. Spring lines now ready. Fall Import lines ready early in the year.

CHICAGO:

194-198 Fifth Avenue.

NEW YORK:

221-227 Fourth Avenue.

BOSTON:

102-106 Pearl Street.

SALESMEN'S ANNUAL MEETING.

THE annual election of officers of the Pottery, Glass and Brass Salesmen's Association was held in the rooms of the Crockery Board of Trade on Friday, December 16. The attendance was ridiculously small. With a membership of eight hundred, there were hardly enough present to do the work of the meeting. Of course, this indicates absolute reliance upon the executive board, and in a way is a compliment to

our total membership, any loss is to be regretted. We have secured but forty new members during the year, while we have lost nine by death and forty-three by suspension for non-payment of dues or assessments—a total of fifty two, and a net loss of twelve.

It ought not to be necessary for the officers of this Association to have to repeat the warning about a retrograde movement. Assessment organizations such as ours must be constantly recruited with young blood, or it will find itself upon the rocks of financial disaster sooner or later.



J. F. O'GORMAN,
SECRETARY.



R. E. L. WELLS,
PRESIDENT.



GEO. HAMILTON,
TREASURER.



E. M. UNIACK,
VICE-PRESIDENT.

OFFICERS OF THE ASSOCIATION.

them; but it seems as if a little more interest should be taken in so important a matter as the election of officers, to say nothing of other things liable to come up at the annual meeting. Fortunately, this year there was very little to do. One new member, Alexander Fraser, with the Rochester Cut Glass Co., was added to the roll, and then the tedious tabulating of votes was begun.

The secretary's report was read, as follows:

For the first time in recent years I have to report a net loss in membership for 1910. While the loss in itself is comparatively insignificant in proportion to

To day our approximate liability for a membership of 800 is \$240,000. Our assets are nominally \$10,000. A rather insignificant sum, isn't it?

Our only hope for longevity lies in constantly increasing our membership. One drawback in an organization of this kind is that publicity cannot be given to much of the good work which it does—the Board of Management alone knows of the many emergency cases which are each year relieved by the prompt payment of our little \$300 death benefit.

We had nine deaths last year, but owing to legal entanglements two of the claims were not presented for payment—those of Albert E. Wells and Kenneth

H. Bryce. These were paid this year, together with the nine others previously mentioned, making eleven death claims paid in 1910—a total of \$3,300,

The nine deaths of the current year were: George T. Jackson, Julius H. Kappes, John Patterson, O. N. Lovett, Herbert S. Lincoln, Charles J. Seiter, Lawrence Froeber, Herman H. Fink, Arthur W. Caziarc.

Despite the unusual drain upon the treasury, we were, however, enabled to set aside \$820 to add to the reserve fund. I hope by the first of February to

assure you that I appreciate the honor, if I do dislike the duties. However, I will do the best I can to serve you.

I hope that every member will enjoy a pleasant Christmas, and that the new year will bring added prosperity.

Respectfully submitted,

J. F. O'GORMAN, Sec'y.

Then came the treasurer's report, which is cer-



H. B. HOLLIS, 4th Vice-Pres.,
Boston.



H. B. WHITNEY, 3d Vice-Pres.,
Buffalo.



H. J. GUTE, 7th Vice-Pres.,
San Francisco.



J. J. BOCK, 5th Vice-Pres.,
St. Louis.

OFFICERS OF THE ASSOCIATION.

be able to report the establishment of a sick benefit fund started on a secure foundation.

I will close by rendering the following account of the monies which have passed through my hands during the year, all of which have been handed to the keeping of the treasurer:

Assessments.....	\$3,268 00
Dues.....	834 00
Initiation fees.....	80 00
Exchange.....	55
	<hr/> \$4,182 55

I wish to thank the Association for re-nominating me for the secretaryship of the Association, for I

tainly very gratifying. The total balance on hand is nearly \$10,000, in spite of the large death claims paid.

TREASURER'S REPORT.

GENERAL AND BENEFIT FUND RECEIPTS.

Balance.....	\$2,087 88
Cash received from Secretary.	\$4,182 55
Interest from bank.....	54 21
	<hr/> 4,236 76
	<hr/> \$6,324 64



TWO VIEWS OF THE GLASSWARE ROOM AT HIGGINS & SEITER'S.

DISBURSEMENTS.

Death claim George Jackson . . .	300 00	
" Julius H. Kappes . . .	300 00	
" Albert E. Wells . . .	300 00	
" John Patterson . . .	300 00	
" Owen Lovett . . .	300 00	
" Herman H. Fink . . .	300 00	
" H. S. Lincoln . . .	300 00	
" C. J. Seiter . . .	300 00	
" Lawrence Froeber . . .	300 00	
" Arthur Caziarc . . .	300 00	
" Kenneth H. Bryce . . .	300 00	
	<hr/>	
	\$3,300 00	
Postage, stationery, box rent, etc.	259 32	
Secretary's salary . . .	300 00	
Bonds of Secretary and Treasurer	12 50	
Dinner deficit, J. F. O'Gorman . . .	26 65	
Transferred to Reserve Fund . . .	820 00	
	<hr/>	
Balance . . .		\$4,718 47
		<hr/>
		1,606 17
		<hr/>
		6,324 64

RESERVE FUND

Balance . . .	\$6,635 23	
Transferred from Benefit Fund . . .	820 00	
Interest from bank . . .	188 05	
	<hr/>	
		\$7,643 28
Balance brought down from General and Benefit Fund . . .	\$1,606 17	
	<hr/>	
Total balance . . .		\$9,249 45

GEO. HAMILTON, Treas.

The balloting resulted as follows: For president, R. E. L. Wells, 441 votes; for vice-president, E. M. Uniack, Jr., 412; 2d vice-president, Wm. L. Mirrieles, Chicago, 411; 3d, H. B. Whitney, Buffalo, 398; 4th, H. B. Hollis, Boston, 392; 5th, J. J. Bock, St. Louis, 387; 6th, J. H. D. Rowan, Baltimore, 386; 7th, H. J. Gute, San Francisco, 384. For secretary, J. F. O'Gorman, 448. For treasurer, Geo. Hamilton, 441.

For directors—three years—John Nixon, 443; W. R. Demorest, 345; A. E. Snow, 333. Two years—H. Endemann, 396; Chas. H. Taylor, 364; A. A. Bean, 292. One year—W. S. Pitcairn, 389; H. S. Mirrieles, 353; W. W. Magee, 298.

The above were declared elected.

W. S. Pitcairn and Edw. Butler each received one vote for president. J. D. Dobbs and David Fox each received one vote for vice-president.

Candidates who were not elected received votes as follows: Directors for three years—Theo. Frankel, 151; W. C. Grimmell, 90. Two years—Geo. Mackey, 160; Wm. Warrin, 119. One year—J. H. Venon, 106; W. F. Rowe, 104; J. Burroughs, 61; W. A. Demorest, 56.

After the usual vote of thanks to the retiring president, the board of directors, the Crockery Board of Trade, and the press, the meeting adjourned.

LIABILITIES, \$378,630; NO ASSETS!

CHARLES W. COLTON has filed a petition in bankruptcy with liabilities \$378,630, and no assets. There are twenty creditors, the largest of whom are James I. Raymond, of 879 Broadway (deceased), \$228,269 on a judgment obtained on March 16, 1904; A. B. Leach, 149 Broadway, \$98,001 on a note; G. H. Gaston, 1 Madison avenue, \$31,256 on a note, and the Manhattan Company Bank, \$18,199 on judgments obtained in 1904. Mr. Colton was formerly for fifteen years with A. A. Vantine & Co., up to 1898, when he withdrew and started another corporation. A long litigation with James I. Raymond, of A. A. Vantine & Co., occurred over Mr. Colton's claim for his interest in A. A. Vantine & Co. Mr. Raymond obtained a judgment against Mr. Colton for \$228,269 on March 16, 1904.

RESPONSIBILITIES OF THE TRAVELING MAN.

A VERY important factor in the success of the traveling salesman in his own special work, as well as in the advancement of his employer's interest are his relations with the trade he visits.

As a matter of fact, the position he occupies is not a single-headed, but a threefold, one. Employed, first of all, to extend the acquaintance and the business of the house, he is expected also to see that buyers settle their accounts as provided by contract or agreement. Beyond that he is looked to for the adjustment of any differences that may come up, from whatever cause or source, in a manner that will maintain the good standing and prosperity of the firm among his constituency.

The requirements are those of a good salesman, a fair accountant and something also of a diplomat. To successfully carry these responsibilities, one must be a thorough gentleman. He will find it worth while to keep himself informed on the topics of the day, and particularly on the progress of events in his own trade. Ready at all times to give an opinion if asked for it, he must not force his ideas upon those who are not interested in what he thinks or has to say. It is essential that he will appear well when calling upon his trade, so that, no matter what sort of company he is with, he will feel perfectly at ease. Shabbiness is always self-conscious of being out of place.

So far as possible, one should aim to make friends of his customers and encourage them in the same way towards himself. Genial at all times, and in all places, he will never indulge in undue familiarity. Remembering that other calls are likely to follow, one should make no promises that cannot be fulfilled to the letter. By this means confidence is established and plain statements come to be taken at their face value. Not only is the dealer glad to see such salesmen, but the latter finds his way smoothed with others, and his reputation as a man who can always be depended upon to do the right thing extended where it will do the most good.

IT is easier to keep up than it is to get behind and then hurry to catch up.



NEW YORK, DEC. 29, 1910.

THE CONDITION OF BUSINESS.

The week between Christmas and New York. New Year's Day is always dull, and this year was no exception to the rule. Aside from a few rush orders, there was very little demand for crockery or glass.

The advent of import buyers for spring delivery is eagerly looked for. The chances are that buying will begin early, provided the importers are ready, and from present indications they will have the new samples on display in ample time.

Retail trade in and around New York has been very good. Unfortunately, in this immediate neighborhood on Saturday, the day before Christmas, there was a pelting rain storm which meant a loss of thousands of dollars to retail stores. In spite of the down-pour, however, the stores were well filled until a late hour, although the crush was not as great as it would have been otherwise. Retail trade reports from the interior points are excellent, the stores being pretty nearly cleaned out of everything. The dealers ought to be ready to come to market right away.

Domestic manufacturers are congratulating themselves on the year's business. The volume has been immense, and while profits were not all that could be wished, the fact that the plants were run to their limit must mean a balance on the right side of the ledger. The new year starts off well for them, too, because they have already booked many and large

orders—in fact, the volume of business already entered far exceeds that for the corresponding time last year. The outlook for 1911 from the American manufacturers' standpoint is very rosy. Most of them have discovered that people will pay for good ware, and there is a marked improvement in the quality and style of the goods produced by both pottery and glass makers over last year—and that showed a big improvement over the year before. All through 1910 the makers of the best wares were the busiest, and like conditions are almost sure to prevail in 1911. A small percentage of advance over the prevailing rates will not interfere with sales, and will mean a decided gain in profits to the manufacturer.

Manufacturers are most optimistic in Trenton. their views for next year, and several firms have already booked a number of big orders. The plants are enjoying their annual holiday shut-down to allow stock-taking and make the necessary improvements to the machinery, but the cessation promises to be very brief this year, as the amount of business on hand necessitates the opening of all potteries shortly after Jan. 1.

Pittsburgh and Vicinity. With new lines completed, and arrangements being made to display them in detail next week, the glass manufacturers and their forces have been busy during the past fortnight.

Orders continue good on staples, and a fair amount of business is being booked for early delivery in 1911. One factory in the district is reported upon authority to be over 10,000 barrels back on shipments. Collections are somewhat dull, as a result of the holiday season. The outlook for good buying in January is considered very bright



Not in years have the manufacturing potters started a new season under such favorable circumstances as they will this one. Many potteries were idle only on Christmas day. The operatives will "loaf" again January 2, but after that operatives will continue on just as active scale as ever. Everybody in the trade is very optimistic about 1911.

East Liverpool and Vicinity.

EXHIBITORS AT PITTSBURGH.

A DECIDED increase in the number of exhibitors at the Ft. Pitt Hotel during January is noted. The official list of reservations to date in all the hotels is as follows:

FT. PITT HOTEL.

Jenkins Glass Co. H. C. Jenkins
 Bryce Bros. Co. S. H. Duval
 Vodrey Pottery Co. T. A. Copperstone
 McCoy Pottery Co. J. P. Daley
 Sterling Glass Co. J. H. Johonnot
 Higbee Glass Co. R. G. West
 United Cut Glass Co. F. H. Gallagher
 Cook Pottery Co. W. F. Ellisson
 Taylor, Smith & Taylor Co. C. E. Taylor
 Steubenville Pottery Co. James B. McHugh
 Buffalo Pottery E. E. Wilgus
 Beaver Valley Glass Co. H. C. Foster
 Millersburg Glass Co. H. F. Weber
 McKee Glass Co. Mr. Gaston
 Jones McDuffee & Stratton Co. J. P. Gordon
 Bonita Art Co. O. Jaeger
 Quaker City Glass Co. F. J. Classen
 Northwood H. & Co. Chas. D. Croix
 New Martinsville Glass & Mfg. Co.
 David Fisher
 Co-Operative Flint Glass Co. W. A. Reaper
 Tarentum Glass Co. S. Q. Hamilton
 Radford Pottery Co. H. E. Marquard
 Phoenix Glass Co. H. B. Whitney
 Indiana Glass Co. Thos. H. Lohr
 Economy Tumbler Co. S. P. Kinney
 Duncan & Miller W. B. Lindsay
 Cambridge Glass Co. Chas. S. Rockhill
 Postley C. A.
 Star Glass Co. W. J. Patterson
 Jefferson Glass Co. T. R. Crock
 Jones Milton
 Warwick China Co. W. W. Woodward
 Huntington Tumbler Co. J. T. Jacobson
 Canton Glass Co.
 Corona Cut Glass Co. James J. Condon
 Leo Schlessinger & Co. Charles A. Postley
 Levien Cut Glass Co. Louis Levien
 S. Herbert Cut Glass Co.
 Warner-Keffer China Co. Fred Kline
 L. E. Smith Glass Co. L. E. Smith
 United States Glass Co.

SEVENTH AVENUE HOTEL.

Westmoreland Specialty Co.
 E. G. Minnemeyer
 Dugan Glass Co. Walter G. Minnemeyer
 Hocking Glass Co. I. J. Collins
 Lancaster Glass Co. L. P. Martin
 Eagle Glass and Mfg. Co. Sam O. Paull

HOTEL HENRY.

Maple City Cut Glass Co. C. M. Newcomb
 Kelly & Steinman Cut Glass Co.
 C. S. McKenna
 Wayne Cut Glass Co. W. J. McKenna

HOTEL ANDERSON.

S. A. Weller Pottery Co. S. T. Pletcher

COLONIAL-ANNEX.

A. L. Tuska, Son & Co. H. H. Thomas
 J. H. Novak

CITY SHOWROOMS.

Kinney & Levan, Century Bldg. Seventh street.
 W. W. Lang.
 United States Glass Co., Ninth and Bingham streets.
 Pittsburgh Lamp, Brass & Glass Co., Locust street
 and River avenue, N. S.
 Consolidated Lamp & Glass Co., Bissell Block, Sev-
 enth street and Liberty avenue.
 Macbeth-Evans Glass Co., Wabash Bldg., Liberty
 avenue.
 Oriental Glass Co., Eighth and Sarah streets, S. S.
 Silicon Glass Co., Wabash Bldg., Liberty avenue.
 Atlantic Glass Co., 223-225 Water street.
 Fenton Art Glass Co. and Mortimer Glass Co. George
 Mortimer.
 Ohio China Co., East Palestine, 312 Bissell Blk. H.
 A. Tanner.
 Jefferson Glass Co., 622 Lewis Blk. Thomas R. Crock.
 Haskins Glass Co., Wheeling, W. Va. Robert Kearns.
 Union Stopper Co., McCance Bldg. R. S. Giese.
 American Gold Co., New Martinsville, W. Va. 305
 McCance Block. William Robb.
 Goodwin Pottery Co., East Liverpool, McCance Build-
 ing J. H. Meyer
 Pittsburgh Cut Glass Co., Phipps Power Bldg.

OBITUARY.

ERNEST L. SLOCUM, glass salesman, died sud-
 denly of heart disease Wednesday morning at
 his home in Dartmouth, Mass. A widow and a two-
 year-old daughter survive. Mr. Slocum traveled for
 Krantz, Smith & Co., for six years, and more recently
 was with A. L. Blackmer & Co., New Bedford, Mass.
 The past year he sold the line of the Sterling Glass
 Co., of Cincinnati, and had engaged to cover the
 Southern States for the Jewel Cut Glass Co., of New-
 ark, N. J. He was about forty-one years of age, and
 was a member of the Pottery, Glass and Brass Sales-
 men's Association.

Patrick J. McGuigan, a well known potter in
 Trenton, died December 20, following several months'
 illness. He was an employee of the Greenwood Pot-
 tery for many years.

AT BOSTON.

THE Christmas trade was disappointing—not so much from volume, as it compared favorably with last year, but an increased business was expected. The day before Christmas was rainy, which kept away the crowds that would otherwise have been in town. But the chief reason lay in the fact that the public were bent on buying cheap gifts, several policemen reporting to the writer that the week before the 25th they had directed approximately a thousand people to the 5 and 10 cent stores, and only fifteen persons who asked for department stores. This is tremendous odds, and shows how the influence of the former class of stores is felt in general merchandise circles.

Speaking of the changes that have occurred in crockery and glass buying conditions in New England during the past few years, a prominent member of the trade said recently: "The most important changes have been in the matter of quantity and in the time of buying goods. Owners of stores keep after their buyers all the time to maintain low stocks; in fact, a buyer must skimp along and be subjected to profit losses caused by this 'all-out' cry. It is fierce the way some of the larger houses run their departments. Where once they would order barrel lots, and more of single patterns, it is now down to a dozen or a half dozen, and they no sooner get the goods in before a cry is raised for another shipment of the same small size. Meantime they are out, and missing sales. The goods come in, are sold, and another similar order is placed, and this process is repeated again and again right through the year. The stores will not stock up as they did a few years ago. The only solution I can offer is that the buyers be given absolute control of their departments and have as much stock as they need for properly promoting their business. As it is now, the stock amount is generally fixed by some one of the firm or an auditor who knows nothing of the intricacies of glass and crockery merchandising. If a buyer is competent to be in charge of a department he is competent to say how many goods shall be bought; and the quicker the condition is revolutionized the better it will be for the expansion of our industry.

"Some years ago it was uncommon to go on a traveling trip before the Middle of September; now travelers start out soon after the Fourth of July. Traveling should not commence until after Labor Day at least, for the most productive results. I noticed several items in the JOURNAL last summer about a general agreement not to travel in August. This is a most worthy project, and I hope it will materialize."

The Buffalo Pottery has given up its New England display room at 144 Congress street. Ed. E. Wilgus will travel through the West and this terri-

tory as formerly, but his headquarters will now be at the factory in Buffalo.

John J. Curry, china and glass buyer for the Houghton & Dutton Co., has started for a tour around the world which will take him about five months. He will visit New York, Pittsburgh, Chicago, thence to San Francisco, where he embarks January 10 for Japan. Following an extensive stay there, he will take the Siberian railroad from Vladivostock to Moscow, thence to Berlin through Austria, France, England, and then home. He will visit all the important markets on his travels, and in addition to buying goods will make a keen study of retail merchandising in all the centers. It is the first "round the world" trip taken by a Boston department store buyer, and the second one by any buyer in the country. Last year Mr. Curry went to Japan and secured a great deal of ware which sold tremendously well in Boston. That the trip was successful is evident from the firm sending him on this globe-trotting expedition. Mr. Curry carries with him the wishes of his many friends in the trade for a pleasant and profitable journey.

Geo. W. Beals is studying railroad time-tables with a view of planning his yearly trip through the large cities of the United States. He will leave in about two weeks.

John J. Reed, handling several glass lines, left last week for a round of his factories.

New samples have been received at the local office of the Pittsburgh Lamp, Brass and Glass Co. Manager G. E. McFarlin is planning an aggressive campaign for 1911.

E. J. Tucker, with Chase & Francis, has returned from Tampa, Florida, minus the Key West smokes that the boys were yearning for. E. J. says that on account of the strike cigars are scarcer at Tampa than thousand-dollar orders on Saturdays. Anyway, he had a delightful time.

M. A. Lovell, New England road man for the United States Glass Co., has returned from a visit to the Pittsburgh factory.

Harry B. Hollis, the Cambridge Glass Co. representative, who was recently elected a vice-president of the Pottery, Glass and Brass Association, will be in New York to attend the banquet Friday night. He will make several trade calls on his way over and back. The Boston coterie feel proud that one of their members is on the directorship.

John W. Power anticipates making a visit to several New York accounts in a few days.

FOUNDED IN 1874

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 29, 1910.

THANKS!

WE are in receipt of so many congratulations on our Holiday Number that it is impossible to print them all. We extend our thanks for the appreciation, and wish our readers a prosperous new year!

THE MANAGER OF SALES.

AS one star differs in magnitude from another, so do the managers of sales differ in their ways of handling men. They are all stars, else they would not have attained to the dignity of their positions; yet some men get more out of their force than others. One man may be austere, and by his reserve command respect. He gets service, but there is always more or less of a feeling of compulsion, and the work is done as a duty rather than a pleasure. Another is free and easy, with the result that the salesmen, perhaps, get too familiar, and when a reprimand is necessary it has little weight, and only too often breeds argument. The manager of sales should have dignity, tempered with kindness; he must command respect, but must be also liked. Willing service produces far better results than that which comes from fear. Favoritism must be absolutely avoided. Everybody should be regarded from the point of merit only. A "good fellow" may ingratiate himself with the manager by a thousand little ways, and before it is realized he is getting the best of what is going, to the exclusion of as good or better men. If such a condition exists,

jealousy is created and enthusiasm quenched all along the line. Nothing is resented quicker than partiality. While no outward manifestation may be visible, the thing rankles. Before fault is found, care should be exercised to get at the facts. There may be mitigating circumstances. Find out the whys and wherefores before judgment is pronounced.

Mistakes are bound to occur; but few salesmen are wilfully negligent. Frequent repetitions, however, should not be tolerated, no matter how otherwise efficient the salesman may be. Irregular habits and violation of the rules of the establishment call for prompt action. The manager may dislike to discharge the man because he has many good qualities; but he must take into account the influence exerted on the rest of the force. It is better to lose a good salesman than to destroy the discipline of the house.

It takes tact, diplomacy, and an immense amount of patience to make a manager.

PERSONAL.

TO be ill away from home is about as unfortunate a circumstance as can befall anybody. While abroad recently A. J. Fondeville found that he was not in his usual condition, and coming home on the Philadelphia decided that as soon as he reached New York he would have to submit to an operation. Immediately upon landing he went to a hospital, and there the ship's doctor did the trick for him. It was not a serious affair, and he was confined in the hospital less than a week. He is now back at his desk in his usual form.



From M. O. Doering, Germany, and Adolphe Paroutaud, France, come remembrances in the shape of New Year's cards.



W. T. Darden arrived in New York this week for his regular New Year's visit. He speaks optimistically of the future.



G. G. Peck, of Newburgh, N. Y., must have done quite some holiday business. He was in the District Wednesday replenishing his depleted stock of china and glass.



R. R. Duffin, with Morimura Bros., opened on Tuesday in Syracuse. Ed. Soules has departed for the South, and is scheduled to open in Atlanta, Ga., in a few days.



Henry Cronmeyer, who has represented Bawo & Dotter on the Pacific Coast for many years, enters into partnership with Wm. Grosse, of San Francisco, January 1. Mr. Cronmeyer will continue to represent

the Bawo & Dotter lines west of Denver, and maintain a year-round display at 718 Mission street, San Francisco, as previously announced. He will make his home in the latter city after February 1. Mr. Grosse is an importer of enameled ware.



F. Bremerman, with the St. Louis Glass and Queensware Co. was a visitor around the District this week.



H. Endres, toy buyer for Bawo & Dotter, came home on the America, landing December 22, after a four months' purchasing trip in Europe.



J. P. Carling will be at the Fort Pitt Hotel, Pittsburgh, during January with the Pope-Gosser china line, and in February will transfer his samples to the New Grand Hotel in this city.



Jack Wilson, salesman for the Buffalo Pottery for several years, is planning to open quarters in Chicago January 1 as a manufacturers' agent. He has already secured the line of lamps and fern linings made by Hammond & Bates, of this city.



Walter E. Knowles, with the Pouyat Co., sailed for Europe December 21 for his first visit to the factory. He expects to be back about January 15.



R. B. Parks, Southern representative of Geo. F. Bassett & Co., is in town making ready for his first trip immediately after the new year comes in.



Arthur J. Bennett, president of the Cambridge Glass Co., spent a couple of days in New York last week.



Geo. B. Jones, New York representative of Johnson Bros., left on Wednesday night for a flying trip to Cleveland, Chicago and St. Louis.



Jas. Robertson, office man for Geo. Hamilton, and one of a half-dozen crockery men who remember how the crockery trade flourished almost as far back as Noah's time, annexed three dollars in real money last week by reporting six days for jury duty in his home town, Elizabeth, N. J.



James McCann, of Vantine's, left this week for New Orleans.



Geo. Hamilton returned on the Lusitania last Friday in time to spend Christmas at home. While abroad he visited the factories of Furnivals and

Hammersley to arrange for the 1911 samples. A fellow passenger was Harry L. Seixas, with Edw. Boote.



For three weeks from January 1st, J. H. Heiman, of A. A. Vantine & Co., will be at the Quincy House, Boston. He will have a complete line of samples of Japanese china, brass, baskets, toys, etc., for import fall of 1911.



Wm. Pincus has taken the position of sales manager for a specific territory with the Art Glass Mfg. Co. of this city. He enters on his duties January 1. The company has just added portables, electroliers and showers to its line. Mr. Pincus has had a large experience and will undoubtedly stimulate trade for this concern.



H. C. Coles, with the Tuthill Cut Glass Co., Middletown, N. Y., was making his annual visit to the city last week, and reported business for the year the greatest in the history of the company.



Russell D. A. Thompson, son of Addison Thompson, formerly of the National Glass Co. and now of the Metal Products Co., Beaver, Pa., and Miss Grace Golden Carnahan, of Beaver, Pa., were married Thursday, at the home of the parents of the bride. After a brief wedding trip Mr. and Mrs. Thompson will make their home in Beaver, Pa.



"Jack" Hines is not going to leave Blakeman & Henderson after all, but will continue with them as usual, notwithstanding the statement made last week about his withdrawal.



Mr. Addis, of the Addis-Addie Co., Boston, was in the market on Tuesday.



A. B. Levan, of Kinney & Levan, Cleveland, who with his family has been spending Christmas in Pennsylvania, was in the city for two or three days this week. He will leave for home on Saturday.



Samuel Neworth has signed with Max Herbert for next year.



A. Mathews, housefurnishings and toys; W. Maier, housefurnishings; S. Abrams, china; and E. Brennan, china, have been added to the sales force of Bawo & Dotter.



W. H. Dedrick, of Chester, W. Va., the well-known pottery salesman, who has been confined to his home on account of illness for the past three weeks,

was able to be about the house last Monday for the first time.

✂

Among the buyers in town this week were: J. D. Jessel, with Montgomery Fair, Montgomery, Ala ; A. B. Sutherland, with Roberts, Sutherland & Co., Lawrence, Mass ; G. L. Lofsitz, with Stewart & Co., Baltimore; A. S. Hunter, of A. S. & T. Hunter, Utica, N. Y.; J. W. Bowman, of Bowman & Co., Harrisburg, Pa.

HOW HE GOT EVEN.

A TRAVELING man who stutters spent all one afternoon in trying to sell a grouchy man a bill of goods, and was not very successful.

As the salesman was locking up his grip the grouch was impolite enough to observe in the presence of his clerk: "You must find that impediment in your speech very inconvenient at times."

"Oh, n-no," replied the salesman. "Everyone has his p-peculiarity. S-stammering is mine. W-what's y-yours?"

"I'm not aware that I have any," replied the merchant.

"D-do you stir your coffee with your r-right hand?" asked the salesman.

"Why, yes; of course," replied the merchant, a bit puzzled.

"W-well," went on the salesman, "t-that's your p-peculiarity. Most people use a teaspoon—*Success.*

A. HERR RETIRES AFTER FORTY-FOUR YEARS.

AN interesting incident occurred in the District last Thursday afternoon when a score of the old associates of Adolph Herr, who has been with Bawo & Dotter for more than twenty-eight years, presented him with a handsome sterling silver loving cup as a token of esteem and remembrance upon the occasion of the veteran crockery salesman's retirement from business activity. The cup was inscribed with the names of twenty-one of his fellow workers—that of Henry Witte, head of the house, being appropriately at the top.

The presentation was a great surprise to Mr. Herr. He was called to an upper floor of the establishment to suddenly find himself surrounded by the men with whom he had labored for so many years. Paul Fueslein made the presentation speech, in which he referred feelingly to the good times and pleasant relations the men present had enjoyed together; and hoped that the remaining years of Mr. Herr would continue to be pleasant and see him restored to good health. His old associates, the speaker con-

tinued, did not wish the occasion to be interpreted as a final good-bye, but unanimously hoped to see the retiring veteran often.

The recipient was deeply affected, and could only briefly voice his heartfelt thanks and appreciation for the kindly spirit which the action of his old friends indicated.

Mr. Herr has been selling crockery and glass for forty-four years. He was born in Baden, Germany, and when he came to this country entered the employ of the old firm of John Voght & Co., Philadelphia, and continued with their successors, H. Kruger & Co., until their failure in 1882, when he entered the employ of Bawo & Dotter. Since that time he has shown the lines of the latter firm at Pittsburgh every year during the seasons. He is now at his old home in Philadelphia, where he has lived for forty-two years, and where he now plans to pass the remaining years in quiet retirement with his family.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Dec. 10, '10	Correspond- ing period 1909	Exports Jan. 1 to Dec. 10, '10	Correspond- ing period 1909
Boston.....	107	85	7179	5901
New York	313	172	8521	6387
Baltimore.....	....	434	12992	16569
Philadelphia....	43	20	5279	3792
New Orleans....	203	33	2250	2273
Newport News...	....	....	204	1201
San Francisco...	....	....	93	250
Portland (Me.)...	23	30	1113	1931
Galveston.....	..	32	1449	1456
Portland (Or.)...	....	....	25	95
Inland Points....	16	46	1822	1262
Total ..	705	852	40927	41117

From the Freight and Shipping Circular of John Edwards & Co.
Liverpool.

to	Shipments week end'g Dec. 10, '10	Correspond- ing period 1909	Exports Jan. 1 to Dec. 10, '10	Correspond- ing period 1909
New York	335	150	9386	7784
Boston	107	82	6927	5662
Philadelphia....	43	20	5519	4142
Baltimore .....	....	434	15762	17230
San Francisco ..	....	....	244	207
New Orleans....	37	....	2251	2862
Portland (Me.)..	23	2	2027	1961
Galveston .....	....	32	1531	1443
Newport News ..	....	....	971	1201
Portland (Or.)..	..	....	55	55
Inland Points	16	46	1318	1367
Total..	561	766	45991	43914

IT'S all right for a man to be a dreamer of dreams provided he wakes up occasionally and gets busy



PHOTO BY HELLMICH.

Around the New York District.

Lest you may be deluded into believing that since the salesmen have been home they have been sedulously endeavoring to kill time by ensconcing their forms in soft leather chairs and talking about the merits of the musical comedies now running, let us state the facts: Now that the bulk of import samples have been cleared at the Custom House and delivered to the warerooms, everyone, from the office boy to the manager, is busy lending a hand in unpacking, marking and arranging the wares. The salesman has about the hardest job of the lot, for in addition he must study the new goods, memorize prices, and pick out points of merit that he can use in his campaign. The majority of the Knights of the Grip generally depart for home with wilted collars, tired muscles and an immediate desire for a bath.

Cox & Lafferty are showing samples of the new "Helios" ware just received from the Imperial Glass Company, Bellaire, Ohio. This is a new treatment of iridescent glass with a silver finish on green background. The factory is working full, and is prepared to fill orders in any quantity. The Seneca Glass Co. are also in shape to make prompt shipments from Jan. 1, and have a number of new lines in cut stem-ware for the inspection of the early buyer.

There is one member of the trade in the District—name withheld for fear of bodily injury to ourselves if disclosed—who will positively not be a booted and hooded Kris Kingle next year. After carefully creeping out of bed last Sunday, so as not to wake the "kids," he proceeded with a warm heart, cold feet and a benevolent smile to don the regalia of office and give a final glance at the packages so that he would not run the risk of being befuddled during the serious task of presentation. Everything went well,

and at a signal pre-arranged with his better half the kiddies came scurrying down the hall and into the room where "Kris" was imposingly staged near a tree resplendent with red and green balls. Their rush was suddenly brought to a quick stop on perceiving the perspiring figure, and one of them, a little girl of six, piped out: "Gee! doesn't Pop look funny?"

In addition to the china from M. Redon, A. G. Moment will show next year the lines of glass from Cristalleries de Sevres. Among the samples already in are designs in Louis XV., Empire, and others of more modern periods.

It looks very much as though old Santa had been good to the men in the District, judging from the satisfied countenances observed. In practically every office there is a snappy, buoyant air, and the three days' respite from typewriting, bookkeeping, selling and managing seems to have done everybody good.

The local office of the Goodwin & Kintz Co. has just received from the factory a number of odd lots of portables and bronze statuary. The goods are ready for immediate delivery and are well suited to a January sale. Messrs. Grenelle and Hess continue in charge.

A. H. Hoag Co. have leased premises at 251 West Nineteenth street and will move up early in January.

D. R. Marshall has received samples of the new "Florida" pressed glass pattern just brought out by the Tarentum Glass Co. The most distinctive feature of the decoration is a floral leaf spray imitating the rock crystal cutting. The metal is up to the usual

excellent standard and carries the high fire polish which has made all the Tarentum Co.'s lines so popular. Next March will bring the fortieth anniversary of Mr. Marshall as a glass salesman.



When an article is manufactured to meet a certain price there is bound to be something neglected. Where, however, price is ignored and it is found that the article can be sold as cheap as, if not cheaper than, the same quality procured elsewhere, it is pretty sure to meet with success. This is the case with the many styles of easels manufactured by Abels & Co. China well displayed is half sold, and it would be a pretty hard thing to discover a piece of ware that this firm have not some device for displaying. They are the pioneer makers of the popular rubber covered easels, and just now orders are being taken for quick delivery.



Paul Joseph received last week the samples of the new line which the Duncan & Miller Co., Washington, Pa., have put out for next season. It is in rock crystal effects, "bachelor's buttons" being the motif. It is a very attractive line.



A short time ago William T. Murphy, with J Morgan & Sons, dropped into a restaurant frequented by fixture men, and where a solemn old negro holds sway as head waiter.

"Got any oysters?" he asked.

"No, sah."

"Any clams?"

"No, sah."

"Haven't you any shellfish at all?"

"Boss," replied the old waiter, "the only kind of shellfish we has is eggs."

AT CHICAGO.

THE Burley & Tyrrell Co. have sold their large warehouse on Halstead street for \$250,000 and will hereafter store goods in the upper part of the building in which they have salesrooms.

John C. State, of the Great Northern Manufacturing Co. says that the chief difficulty of his house during the past year was to get all the salesmen they could use in their business.

Robert Johns says that crockery has taken so strong a hold upon the various lines of trade which use premium goods that his house expects to handle at least one-fourth more business next year.

William Howell, of the Pitkin & Brooks Co., arrived in Chicago last week from England and the

Continent, where he purchased a large line of fine crockery for the coming year.

After paying his annual visit to the company's Western sales agency and spending a few days among the trade in Chicago, President Wintringer, of the Steubenville Pottery Co., has returned to Ohio.

After his discharge from the hospital, J. E. Boring, local manager for the Crooksville China Co., managed to get away to his old home in Ohio. Harry J. Bennett will remain in charge until Mr. Boring is well again.

Both Zack Irwin and Sam Cook, of the Edwin M. Knowles & Co. sales agency, got away before Christmas to spend the holidays with their families at East Liverpool.

Pitkin & Brooks say they are not trying to do anything now except to get things in order for the annual task of stock-taking.

Glass jobbers still complain of some difficulty in getting deliveries as promptly as is desirable from the factories, and Western Sales Agent Darrow of the Federal Glass Co. expresses the belief that this difficulty will continue through the early months of the new year at least.

Since his return from the company's works in West Virginia, Sales Manager H. A. Marshall of the Fostoria Glass Co. says he has found himself very busy closing up the large business of the year and preparing for opening the new season.

O. C. Helm, with the Ira A. Jones Co., got back from his last Eastern trip in good time to be with his family for the holidays.

It is said that the S. Hancock & Son's potteries, of Stoke-on-Trent, England, will open a sales agency here for their wares in the early part of the new year.

HOW ONE POTTER SPENDS HIS LEISURE HOURS.

WITH notes and photos obtained on his recent trip to Spain as a basis, William H. Phillips, of the Smith-Phillips China Co., has prepared two excellent articles for publication. The first will appear in the January issue of the "Photo Era," a publication devoted almost exclusively to photography, issued at Boston, Mass. Accompanying this article are eighteen illustrations. The second has been accepted by one of the metropolitan magazines and will appear later.



Pittsburgh and Vicinity. The glass production of the local district was increased during the past fortnight by the starting of one 15-pot furnace by the Ripley Glass Co. The making of glass began under the most favorable circumstances, nothing happening to even cast a shadow over its success. Molds worked perfectly, and the "batch" was all that a glass manufacturer could possibly desire—clear and brilliant. This week the company started to arrange its sample room, and two lines are to be displayed. One is a heavy but pretty figured pattern, and another a plain or colonial line. The following appointments of resident representatives have been announced, and a complete line of samples will be displayed in their local showrooms at a very early date: New York—Edward B. Dickinson, Fifth avenue Building, Madison square; Boston—John J. Reed, 164 Federal street; Chicago—Earl W. Newton, 84 Wabash avenue; San Francisco—Himmelstern Bros., No. 718 Mission street; Baltimore—W. O. Edmonston, Baltimore and South streets. Other territory will be covered from the home office by traveling salesmen, appointments of which will be announced later.

William A. Reaper, who formerly represented the Bates & Zielmann Flint Glass Co., Sandusky, O., will represent the Co-Operative Flint Glass Co., Beaver Falls, at the Ft. Pitt during the January exhibit.

R. S. Giese, who was associated with the offices of the Elkins Glass Co., Fourth avenue, has gone into business for himself, and is representing a number of brass and lighting glassware lines in this district. His office is in the McCance building.

"Techo" is the name selected by the United States Glass Co. for its new heavy Colonial line, shown for the first time this week. This is an exceptionally brilliant line. It has a rather heavy rolled and flared edge, and when decorated possesses marked beauty. An imitation cut line known as No. 15, 135 is known

as "the gold mine pattern" and is also shown in both crystal and decorated. The sunflower is the motif of pattern No. 15, 133, which is on the order of the rock crystal. This is a heavy piece of ware, while the "gold mine" is a light weight line. Quite a number of new effects in etched ware are being shown, and many assortments are being displayed.

Harry B. Whitney, representing the Phoenix Glass Co. and the Rochester Tumbler Co., arrived in the district this week, and after spending several days at the two factories commenced to arrange for the usual display of his line at the Ft. Pitt.

The Phoenix Glass Co. is closing the most successful twelve months in its career. While at times orders have been somewhat apathetic, the business for the year has shown a commendable increase over previous seasons. Mr. Peck, of New York, general sales manager for this company, is spending a brief season at the home office.

L. B. Martin, of the Lancaster Glass Co., was registered at the Seventh avenue Hotel a few days ago on a special visit.

Robert W. Kearns, formerly associated with the firm of Tanner & Kearns, has been appointed Western Pennsylvania representative by the Haskins Glass Co., Wheeling, W. Va. A display room in the downtown district will be opened by Mr. Kearns at an early date.

Following its policy of keeping ahead of the times, the Jefferson Glass Co. is showing a new condiment set which is a distinct novelty in glass. The tray is triangular in shape, possesses three spurs or handles, and has three "pockets" or holders for as many small shakers—salt, pepper, etc. Sterling silver tops are on the shakers and the Chippendale idea is carried out in its entirety. Another addition to the Chippendale line is a four-footed celery tray, oblong in shape, and about ten inches in length. Three

vases have been added to the Hipplewhite etched line—6, 8½ and 12 inches in height. A dozen or more new creations will be shown by this firm at the Ft. Pitt next week.

Glass manufacturers are interested in the opening of a new restaurant in this city—the largest west of New York. The building is now going up, and it is said that the first order for glassware will be very extensive.

John J. Reed, of Boston, New England representative of the Ripley Glass Co., arrived in the district Wednesday, and will probably spend a week or ten days here.

Footed nappies will be a special offering in the new Puritan line of the McKee Glass Co., to be shown in January, the first pieces of which have just been made. In addition to these, jugs and sandwich trays are to be shown as additions to the line. This is a rock crystal pattern, and an exceptionally popular one.

The United States Glass Co. has declared the usual quarterly dividend of 1 per cent (\$1 a share), payable January 5 to stockholders of record December 29,

Bryce Bros., of Mt. Pleasant, Pa., were the first to open their display at the Ft. Pitt Hotel on Thursday of this week.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 27, 1910.

ANTWERP

121 packages glassware.....	B Gunthel
5 " "	Graham & Zenger
17 " "	A Berger & Co
60 " "	Miscellaneous Orders
38 " earthenware	G F Bassett & Co
4 " "	Fensterer & Ruhe
10 " "	E R Theiler
2 " "	Koscherak Bros
136 " chinaware.....	Theodore Haviland & Co
23 " "	Vogt & Dose
13 " "	Miscellaneous Orders
14 " toys.....	B Ilfelder
4 " "	Frank & DeKeyser
2 " "	C B Rouss
247 " "	Strobel & Wilken Co
88 " "	Miscellaneous Orders

ROTTERDAM

21 packages earthenware.....	Geo Borgfeldt & Co
30 " "	Lazarus & Rosenfeld
5 " "	Bawo & Dotter
29 " "	Miscellaneous Orders
1 " toys	F A O Schwartz
22 " "	Miscellaneous Orders

GENOA

109 packages earthenware	Geo Borgfeldt & Co
25 " "	Miscellaneous Orders

FIUME

50 packages glassware.....	L Straus & Sons
----------------------------	-----------------

BREMEN

37 packages glassware.....	Strobel & Wilken Co
38 " "	Endemaun & Churchill
106 " "	Eimer & Amend
248 " "	Miscellaneous Orders
111 " earthenware	Geo Borgfeldt & Co
24 " "	Krauth, Nachod & Kuhne
130 " "	Strobel & Wilken Co
109 " "	Miscellaneous Orders
1 " chinaware	J H Venon
3 " "	Miscellaneous Orders
284 " toys.....	Geo Borgfeldt & Co
5 " "	Bawo & Dotter
6 " "	F A O Schwartz
22 " "	Samstag & Hilder Bros
2 " "	J Bing
287 " "	Strobel & Wilken Co
70 " "	Miscellaneous Orders

SOUTHAMPTON

94 packages chinaware.....	Haviland & Co
6 " "	C L Dwenger
5 " "	L D Bloch & Co
6 " "	Bawo & Dotter
19 " "	Blakeman & Henderson
4 " "	H Creange
58 " "	Miscellaneous Orders

HAVRE

20 packages chinaware	J Pouyat Co
7 " "	Fondeville & Van Iderstine
9 " "	Haviland & Co
12 " "	L Straus & Sons
36 " "	A G Moment
18 " "	J H Venon
5 " "	Bawo & Dotter
17 " "	H R Churchill
27 " "	Wm Guerin & Co
5 " "	Miscellaneous Orders
125 " glassware.....	E Utard
1 " "	Fensterer & Ruhe
34 " "	Miscellaneous Orders
14 " earthenware.....	H Kupper

TRIESTE

196 packages glassware	A L Crawford
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LONDON

16 packages toys.....	Strobel & Wilken Co
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HAMBURG

160 packages glassware.....	Fensterer & Ruhe
10 " "	J Wygand & Co
3 " "	O Goetz
28 " "	Strobel & Wilken Co
115 " "	Miscellaneous Orders
56 " earthenware	Geo Borgfeldt & Co
24 " "	L D Bloch & Co
39 " "	Strobel & Wilken Co
7 " toys	B Ilfelder & Co
110 " "	Strobel & Wilken Co
14 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

16 packages earthenware.....	Jones, McDuffee & Stratton Co
17 " "	Mitchell, Woodbury Co
2 " "	Rowland & Marsellus Co
11 " "	R Slimmon & Co
8 " "	E Boote
1 " "	Richard Briggs Co
1 " "	Brown Bros. & Co
5 " "	Miscellaneous Orders

HONG KONG

42 packages earthenware.....	Jones, McDuffee & Stratton Co
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Among the Potteries

East Liverpool and Vicinity.

The pottery manufacturers of this district have prepared for the trade a fine grade of ware this season. Borders predominate for dinner ware treatments, although a number of very pretty floral treatments are being shown. Some of the acid-etched gold effects on open stock dinner are by far the most handsome ever presented by a domestic manufacturer.

* *

Only a few changes are to be made in the traveling forces of the local potteries this season, although several are adding commission salesmen. These representatives will be announced shortly.

* *

Among the buyers here recently were John A. Dugan, of the John A. Dugan Co., Indianapolis; Mr. Harmes and L. G. Henry, of the Western China Co., Davenport, Iowa. Mr. Henry is well known in the district, having been a salesman for the Globe Pottery Co. many years ago.

* *

The sample room of the Thompson Pottery Co. has been rearranged, and a host of new treatments are being shown on the "Fairfax" dinner shape. Many new decorations are also being shown on the jug lines, while on the plaques some very pretty floral treatments are displayed. A complete line of Rockingham and yellow ware is being produced.

* *

Jugs and salads form a commanding part of the display of the Homer Laughlin China Co. this season, and some remarkable artistic and exclusive treatments are being shown on both lines. The shapes are also distinctly new. The lines were assembled with a view of pleasing the tastes of all, and the prices have been arranged with the same end in view. Over fifty treatments are to be had on the new "Genesee" dinner shape, which has been pronounced by the trade one of the most popular ever offered.

* *

"St. Elmo" is the name of the new fancy shape of the Smith-Phillips China Co., and it gives promise of

being a heavy seller. Thirty-five different treatments are to be had on this shape. On the "Princess" twenty new treatments are being shown, although many of the popular decorations shown on this shape when it was first placed on the market are still in demand. The new toilet shape which this concern will show a little later will be different from anything heretofore offered in the toilet line.

* *

"Majestic" is the name of the dinner shape being shown by the Warner-Keffer China Co., and which is to be had in twenty-four treatments. The handles are a distinct novelty. Especial attention has been given to the assortments this season. The "Carnation" assortment possesses a floral treatment in accordance with the name. The golf and whist plaque assortments, which run in series, are especially attractive. The "Canton" is a new oriental treatment different from former offerings of an oriental nature, and is most attractive. The tankard line is more extensive, both in shapes and decorations.

*

Underglaze effects are being featured by the Colonial Pottery Co. in both blue and green tints. Underglaze decorated hotel ware is largely in evidence, while similar effects in domestic dinner ware are very extensive. On regular dinner ware twenty new treatments are being shown by this concern, and the plaque line has also been increased.

* *

The remodeling of the sample rooms of the Potters' Co-Operative Co. shows the ware to much better advantage. Thirty new treatments are being shown on the "Banquet" dinner shape, borders predominating, and the majority are exclusive. Lemonade sets are being offered in many new styles, while the new jug line is by far the most attractive ever displayed.

* *

Every old sample in the display rooms of the Knowles, Taylor & Knowles Co. has been removed, and in their place a host of new treatments on the "Lotus" and "Ramona" dinner shapes are being

shown. These range from popular-priced to expensive patterns, and are suitable for all kinds of trade. Both border and floral decorations are being displayed in a variety larger than heretofore offered.

* *

Ernest Bersback, of Milwaukee, has been spending a week in the Wheeling, East Liverpool and Pittsburgh districts. He is a resident representative for the Homer Laughlin China Co., Imperial Glass Co., Lancaster Glass Co., J. W. McCoy Pottery Co., American Glass Specialty Co., Tiffin Cut Glass Co.



D. William Scammell has become a **Trenton** member of the Maddock Pottery Co., having acquired the stock originally controlled by the late Thomas P. Donohoe. Mr. Scammell has been representing the Maddock Pottery Co. in a traveling capacity for several years, and is regarded as one of the most successful salesmen that ever carried samples out of Trenton. He began his pottery career as a clerk with the Cook Pottery Co.

* *

Richard Barlow, proprietor of Barlow's Hotel in this city, received word late Saturday night of the death of his brother James, in East Liverpool. The deceased was sixty years of age and had been chief moldmaker at the Brunt Pottery in East Liverpool for a number of years. Prior to that Mr. Barlow had been employed for a long time in various potteries in this city.

* *

The home of Edward C. Stover, assistant general manager of the Trenton Potteries Co., was entered by burglars last Saturday morning who got away with \$45.



W. C. Sterling, for several years **Steubenville, O.** a stockholder and secretary of the Steubenville Pottery Co., has resigned and will dispose of his interests in the company. He is succeeded by Samuel R. Firth, formerly of the First National Bank of East Liverpool.

BUSINESS BRIEFS.

Mrs. Jennie Covert has opened a five and ten cent store at Lisbon, O.

* *

Yamanaka & Co., retailers of Japanese goods, have opened their new store at the corner of Boylston and Berkley streets, Boston.

* *

A mortgage of \$10,000,000 was recorded December 21 on the Gimbel store property, this city. There is a prior mortgage of \$6,500,000.

The Hermetic Jar Co. has been incorporated at Camden, N. J., to manufacture closures of all kinds for jars, glasses and bottles. Capital, \$300,000.

* *

Isaac L. Barnett, formerly president of the defunct New York department store firm of Barnett Bros., filed a petition in bankruptcy December 23 with liabilities of \$67,862 and no available assets.

* *

The O'Dea Home Supply Co., Rochester, N. Y., has been incorporated with a capital of \$25,000 for the purpose of operating a department store which will deal in shelf hardware, china, glassware and other house supplies. J. H. McDonald, R. L. Whalen and W. G. Sheehan, all of Rochester, are the incorporators.

PRESSED GLASSWARE WANTED.

AN American consul in Germany writes that a business house in his district desires to hear from manufacturers of pressed-glass novelties. This firm is already importing American pressed glass, but desires anything in the way of novelties. Address File No. 5981, Bureau of Manufactures, Washington, D. C.

HIS LUCK CHANGED.

"DON'T talk to me about manufacturing. If you make any money at that sort of thing it's all luck."

"How do you know?"

"I've tried it. You know I once won the pot in a lottery."

"Yes."

"Well, I lost the entire lot in a pottery."—*Chicago Tribune*.

Too Late for Classification.

Special Notice.

THE CROCKERY BOARD OF TRADE OF NEW YORK,
NEW YORK CITY, December 29, 1910.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Wednesday, January 11, 1911, at 12:30 o'clock, p.m.

By order of the Trustees,

L. S. OWEN, Secretary.

HELP WANTED.

CHINA SALESMAN WANTED, by a large importing house, acquainted with china and fancy goods trade in Chicago and vicinity, to be permanently located at Chicago branch. Write, stating full particulars—age, experience, salary desired, etc.—P. O. Box 3586, Boston, Mass.



La Porcelaine Theodore Haviland

Limoges. FRANCE

The brand of *Theodore Haviland* is the most popular brand of French China, and customers should see that the first name, THEODORE, is part of the stamp.

With the addition of a second factory at Montjovis we have superior facilities for filling orders very promptly.

Theodore Haviland & Co.,
25 Murray St., New York.

Grand Prix, Paris, 1900.
Hors Concours, Limoges, 1903.
Hors Concours, St. Louis, 1904.

A MERCHANT'S INSPIRING TEXT.

IN a certain Western city there is an immense store managed by two brothers. It covers nine acres of floor space and employs over a thousand people. It is considered a dull day when the intake of cash does not foot up \$20,000; and yet this enormous business has been built up from a small beginning in the brief period of ten years. Those who visit the private office of the elder brother notice first of all a number of mottoes neatly framed, and these reveal in an impressive way the secret of the success of this immense business. One of the mottoes which pithily expresses the vital principle of human progress is the following:

"Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men of talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan, 'Press On!' has solved and always will solve the problems of the human race."

To the head of the business this motto is endeared by many interesting remembrances. "That long text," said he to an interviewer, "used to hang in my room when I was a clerk at six dollars a week. It has always been a great comfort and inspiration to me, for the reason that I am lacking in the three essentials first named, and have been obliged to rely largely upon the fourth. But for the virtue of that quality I certainly would not now be a partner in this store. I have read the text times innumerable, and still refer to it daily for inspiration."

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANT AN ASSISTANT—I wish to secure an experienced crockery man. Prefer one from small town who can wait on and sell customers in a retail way. Age not over thirty-five years. Address, with recommendations, state past experience and amount of wages desired, A. W. WHELOCK, Rockford, Ill.

WANTED—First-class china and glassware salesman for old-established house, to cover city and suburban territory. Salary or commission. Address T. R. A., this office.

SITUATIONS WANTED.

A MAN of long experience in the oil, gas and electric lighting glassware business is open for an engagement with a first-class house as salesman, either indoor or traveling. Address X L, this office.

YOUNG MAN, eight years' experience with English importer, both on the road and inside, and thoroughly familiar with English goods, open for engagement January first. Address Box 741, this office.

POSITION WANTED with a New York importing concern by a competent china salesman who has a large acquaintance all over the country, particularly in the West. Unexceptional references. Address Box 743, this office.

A MAN of twelve years' experience in the crockery business wishes to represent a reliable pottery or house through Pennsylvania or Eastern Pennsylvania. Can speak German. Address A Y M, this office.

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P
Stack

CROCKERY AND GLASS JOURNAL

Vol. 72. No. 26

NEW YORK, DEC. 29, 1910

\$2 per Year

Samples of all new

1911 Lines

are now ready for your inspection in
our factory sample rooms.

— The —

C. C. Thompson Pottery Co.,

Manufacturers of

White and Decorated Wares,

Rock and Yellow Wares,

- East Liverpool, Ohio.

United States Glass Co.,

PITTSBURGH, PA.,

have five new patterns of Pressed Tableware to offer for 1911, besides many odd and novel pieces that are new; also a brand-new Deep Etched pattern called the "Empress." This new etching is a beautiful one on a fancy shape line of stemware, with all the other pieces that go to make up such a line, and is bound to meet with favor, even more than their popular "Baroness" and "Duchess" patterns. Many new and pretty things in light cuttings will also be shown.

Samples on exhibition at General Office and Salesrooms, South Ninth and Bingham Sts., Pittsburgh, Pa.

AND AT OUR BRANCH SHOWROOMS:

New York, 29 Murray St.
 Boston, 127 Federal St., Arco Building.
 Chicago, 409 Atlas Block, 35 Randolph St.
 St. Louis, 617 Granite Bldg. 4th and Market Sts.
 MEXICO CITY Avenida San Francisco, No. 55.
 SYDNEY, N. S. W.—Commerce Building, Martin Lane.

Philadelphia, Denckla Bldg., 11th and Market Sts.
 Baltimore, 110 Hopkins Place.
 San Francisco, 682 Mission St.
 Denver, 1430 Arapahoe St.
 LONDON 55 Farringdon Street, E. C.
 HAVANA, CUBA—69 Galiano Apartado 948.



Haviland & Abbot Co.,

29 Barclay St., New York.

FRENCH CHINA,

OPEN STOCK,

FOR IMMEDIATE DELIVERY.

C. DORFLINGER & SONS,

MANUFACTURERS OF

Fine Glassware,

36 MURRAY STREET,

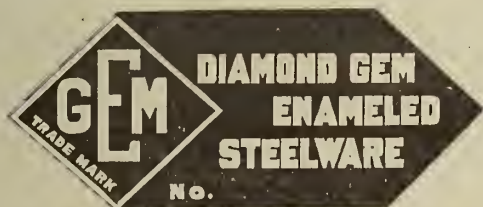
NEW YORK CITY.

IMPORT 1911.

POTTERY AND GLASS.—In the coming year we will exhibit, for import, new lines which for extent and variety will excel anything we have ever shown in all kinds of Pottery and Glass. We call special attention to our Open Stock Dinnerware; also our Hand-Painted "Elite" French China, Carlsbad China and Steinschöenau Glass from our own factories.

CLOCKS.—"Monastery" Hall Clocks, "Excelsior" Mantel Clocks, "Elite" Hall and Mantel Clocks, are the productions of Bawo & Dotter, Ltd. They are the best "Chiming" Clocks imported.

HOUSEFURNISHINGS.—A complete line for kitchen and dining room. Enameled Steel Ware—White, and White with Dark Blue Edging, and Light Blue and White. Wooden Wares, Baskets, Carpet-Beaters, "Brass," Nickel, Copper, Tin and Hardwares, Brown and White and Crisp Brown Cooking Ware, Blue and White Kitchen China, English Rock Teapots, Plain and Decorated. We also carry a complete line of above in stock for immediate delivery.



DOLLS AND TOYS.—The Celebrated Barclay Baby Belle Jointed Dolls, Kid Body Dolls, Dressed Dolls. Stone Building Blocks, with Steel Bridges. Munich Enameled Wood Building Blocks. Our Toy Department will be largely increased by the addition of the products of many new manufacturers of novelties in all branches. Don't fail to call.

BAWO & DOTTER,

LIMITED.

26 to 34 Barclay Street, New York.

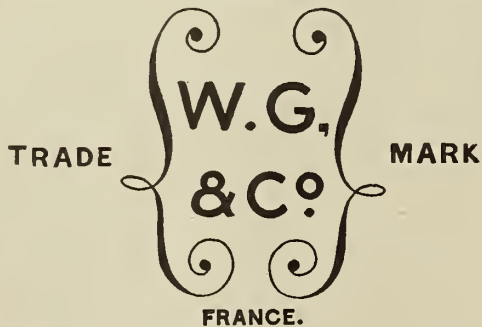
Wm. Guerin & Co.,

LIMOGES, FRANCE.

Manufacturers of

FRENCH CHINA.

LIMOGES.



A GOOD TIP:

Wait for our 1911 creations

NEW YORK,
33 PARK PLACE.

CHAS. STREIFF.
CHAS. WEISS.

L. Bernardaud & Co.,

Limoges

New York

FRENCH CHINA.

Full lines of Dinnerware from stock or import. We carry eighteen open stock patterns.

Orders solicited for Fall delivery. Send for booklet.

Duplicate import samples will be closed out at special prices.

NEW YORK WAREROOM,
50 MURRAY ST.

H. R. CHURCHILL.



THE AMERICAN STANDARD.

"Guernsey" Earthenware.

**THE FIRST AMERICAN PRODUCERS
OF THE CASSEROLE.**

Brown White-Lined Enameled Cooking and
Serving Dishes.

NONE GENUINE WITHOUT THE TRADE MARK.

Our salesmen are now showing the lines for 1911.
Catalog at your request.

THE GUERNSEY EARTHENWARE CO.
CAMBRIDGE, OHIO.

New York, 65 West Broadway. Bates & Ledden.

POUYAT CHINA

MARK ON WHITE

MARKS ON DECOR

J. P.
L.
FRANCE



J. POUYAT
LIMOGES

WHAT A CUSTOMER SAYS:

"Pouyat china is known as the best made in Limoges. Its decorations are superb, its shapes exquisitely graceful—and Pouyat quality never falls below high-water mark."—From a recent advertisement of one of the largest retailers in the United States

By featuring Pouyat china in YOUR advertising you can also reap the benefit of our powerful magazine advertising campaign.

Call and see the new samples for Spring delivery.

The J. POUYAT CO.,

37-39 Murray St., New York.

COX & LAFFERTY

REPRESENTING MANUFACTURERS OF

GLASSWARE and CHINA



25 Park Place, New York.



SENECA GLASS CO., Morgantown, W. Va.

Lead Blown Glass has sold well. There will be a rush of orders, all calling for immediate attention. We request you to go over your Seneca stock and get your orders placed at once. This will help us to please you with satisfactory shipment.

Our bar ware business is rapidly increasing. Are YOU using it? Complete in every detail, and capacity accurate. The quality is well known.

Imperial glass company, Bellaire, Ohio.

It is now necessary to think of every-day staple articles.

Are you ready to buy pressed glassware for 1911? We are prepared to promptly ship your orders.

Our specials are better than ever. "Imperial" glass means value. A special showing of goods to retail at twenty-five cents is our offering for this week.

Buyers will find our line complete in every respect.

SEND ALL ORDERS TO COX & LAFFERTY.

The Homer Laughlin China Co.,

Newell, W. Va. and
East Liverpool, O.



South Front of Plant at Newell, W. Va. Capacity, Thirty Kilns.



Plant at East Liverpool, O. Capacity, Thirty-two Kilns.

These cuts accurately represent the two great plants of the Homer Laughlin China Co., either one of which alone produces more pottery than the total output of any other pottery firm in the world.

Actual production, one carload every ninety minutes

THE GENESEE SHAPE FOR 1911.

Mr. George W. Clarke in the West, Mr. Mark J. Donaldson in Central territory, and Mr. Harry G. Mills in the East, are now out with a complete showing of the Laughlin lines for 1911.

The feature is the new Genesee plain shape in dinnerware with upwards of fifty new decorative treatments. They cover a complete range from popular jobbing patterns up to high class retail numbers of exceptional beauty. Throughout the line represents quite the highest mark attained by this house.

White and Gold treatments of remarkable value and originality are featured.

THE HOMER LAUGHLIN CHINA CO.

NEWELL, W. VA.

EAST LIVERPOOL, O.

G. D. A. PORCELAINES

OLDEST AND BEST
Factory Founded in 1797

SPRING DELIVERY.

Samples now ready. They are the
"best ever." Call and see them.

Factory and Main Office
LIMOGES, FRANCE

Porcelaines G D A

New York Office,
29 BARCLAY STREET

A. GREDELUE.



Glassware.
Toilet Ware.
Light and Deep
Rock Crystal.
Fancy Goods.
Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

We desire to thank the trade
for their courtesies and favors
throughout the year 1910, and
extend to all the Greetings of
the Season.

Consolidated Lamp & Glass Co.

CORAOPOLIS, PA.

New York Office, 66 West Broadway.

Chicago, 84 Wabash Ave.

Pittsburg, 311 Bissell Block.

Buffalo, 523 Main Street.

San Francisco, 150 Post Street.

Adolphe Paroutaud,

LIMOGES (France),

FACTORIES:

No. 1—115 Ancienne Route d'Aixe, Limoges.

No. 2—La Seynie var St. Yrieix.

No. 3—80 Rue Chinchauvaud, Limoges.



White and Decorated

FRENCH CHINA MANUFACTURER.

United States Agency and Showrooms:]

FONDEVILLE & VAN IDERSINE,

37 Warren St., New York.

Cambridge Glass Co.,

CAMBRIDGE, OHIO.

— 1911 —

will find us prepared with the most attractive lines we have ever produced. Those who know our wares will appreciate the statement. Those not already our customers we invite to compare our lines with any others made anywhere.

We shall have a large exhibit at the FORT PITT HOTEL, Pittsburgh, Pa., during the month of January.

We shall also have full lines at our NEW YORK OFFICE, 25 West Broadway, Mr. Dealing in charge, besides complete displays at Philadelphia, Boston, Chicago and Cincinnati.



Emerald Deldare Ware

The Latest Product of the Buffalo Pottery

Just as odd and attractive as the first Deldare Ware originated and made only by us and which has proven so popular; a rapid seller and a big profit-maker for dealers everywhere.

Quaint Artistic Original

Made In A Great Variety Of Copyrighted Shapes And Designs. Illustrative Features Include The Famous Tours Of Dr. Syntax, Hand-painted In Underglaze Greens, Browns, Yellows And White. Guaranteed Not To Craze.

Sells At A Good Profit

A Decidedly Classy Ware That Will Add To The Attractiveness Of Your Stock and Display; That Will Appeal And Sell To The Very Best Class Of Trade.

We are the first and only American pottery to manufacture a full line of Blue Willow Ware. We also manufacture a full line of Semi-Porcelain Dinner, Tea and Toilet Ware in a great variety of underglaze decorations. Write for prices and information.

A complete line of our Products will be shown during January, 1911, in Pittsburg at the Fort Pitt Hotel, Rooms No. 427 and No. 428.

Buffalo Pottery

Buffalo, N. Y.

NEW YORK SHOWROOM
A. H. Ledden, 65 W. Broadway

BUFFALO SHOWROOM
A. H. Sharpe, 352 Main St.

BOSTON SHOWROOM
E. E. Wilgus, 144 Congress St.

NOTICE OF REMOVAL.

The New York Office and Sample Room
OF THE
Eagle Glass and Mfg. Co.
HAS BEEN CHANGED TO
No. 32 Park Place.

CORNER OF CHURCH ST.

GEORGE A. MALONE, Representative.

TELEPHONE, 5059 BARCLAY.

Tarentum Glass Co.,

TARENTUM, PA., U. S. A.,

Manufacturers of Fine Pressed

GLASSWARE.



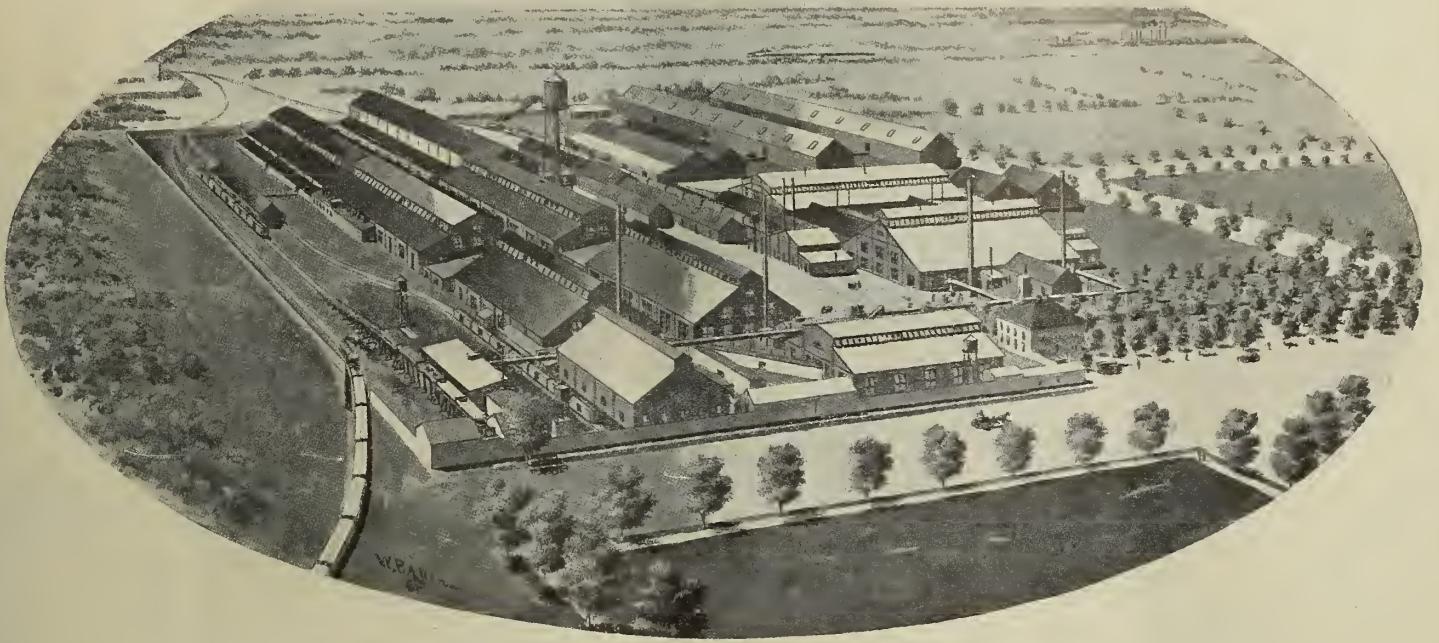
Our Mr. Hamilton will show two new lines of
Tableware at the Fort Pitt Hotel, in Pittsburgh,
during January, 1911.

— SAMPLE ROOMS : —

D. R. Marshall, 25 West Broadway, New York.
G. R. Reinhart, 617-619 Arch St., Philadelphia.
Green & Thomas, 33-35 South Charles St., Baltimore.
J. L. Johnson 193 King St., London, Canada.
Tobe Blumenthal, City of Mexico.
Himmelstern Bros., 718 Mission St., San Francisco, Cal.
G. Andino, Cuba and Porto Rico.

S. Q. Hamilton, Western Representative.





Points of Interest to the Buyer :

1. We have the largest factory of its kind in the United States or elsewhere.
2. We have the greatest productive capacity of any factory making a similar class of ware.
3. We carry the largest stock of such articles as we manufacture, both open and packed.
4. We are in full operation twelve months of each year.
5. We can assure patrons of prompt attention to all requirements for anything in our line.
6. We are centrally located, with the best of R. R. facilities for local or car lot shipments.
7. Our prices are right at all times.

We Manufacture

Lime Blown Tumblers, Plain, Sand Blast Engraved, Banded, Optic and Sham, in all sizes. Third-Pint Common Tumblers, Family Jellies, Tumbler-shape Jellies, Iced Teas, Sodas, Beer Mugs, Bar Tumblers, Table Tumblers, Hotel Tumblers, Export Tumblers, Straight Beer Tumblers, Tableware, Goblets, Wines, Cordials, Fish Globes and Specialties.

The Federal Glass Co.

Columbus, Ohio.

We've Made Good!

That's our past record, and we have the ability to "come back." We did a lot of thinking and planning for lines for 1911, and these are two of the results:



No. 715 "LENOIR."

Plain or Colonial effect line.



No. 716 "REBECCA."

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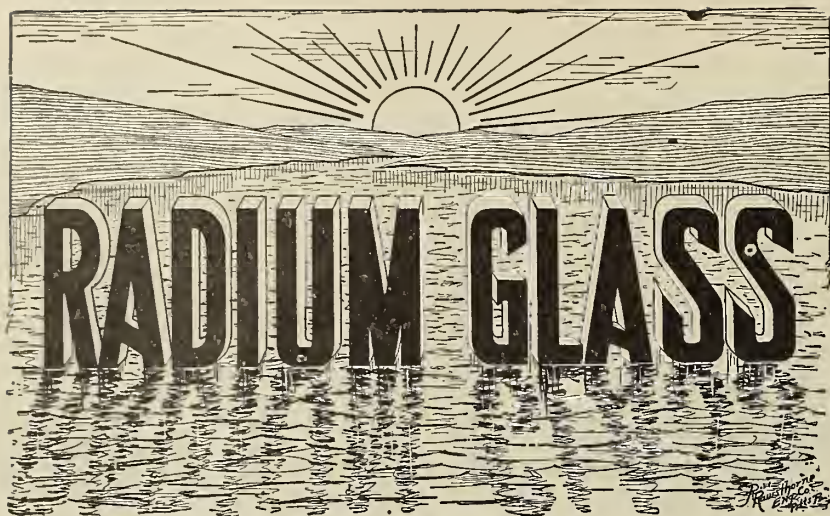
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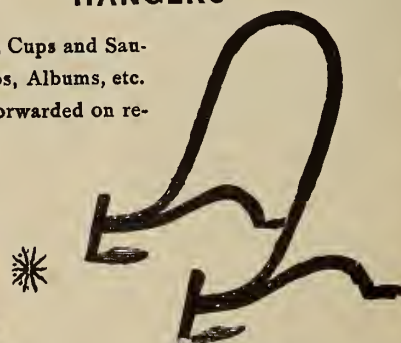
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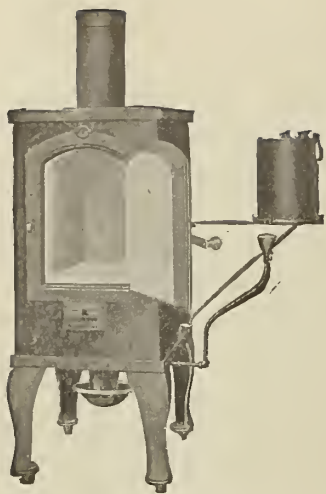
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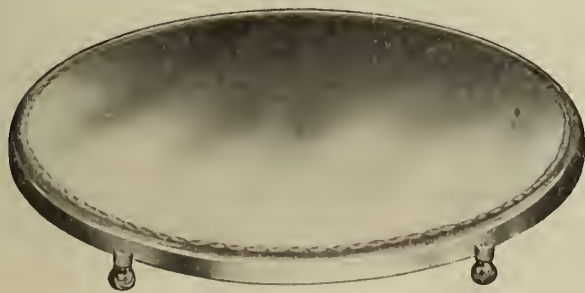
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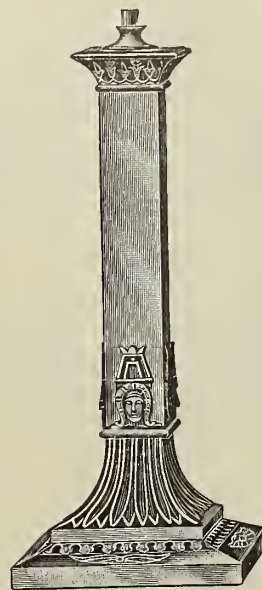
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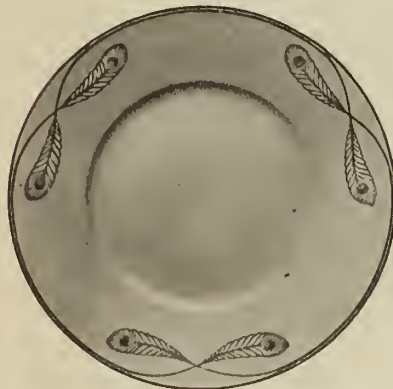
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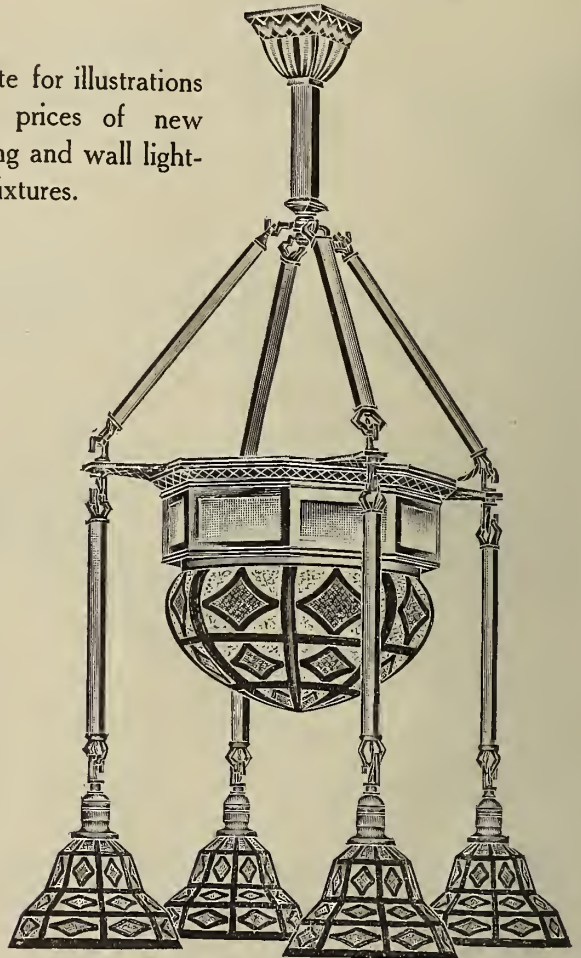
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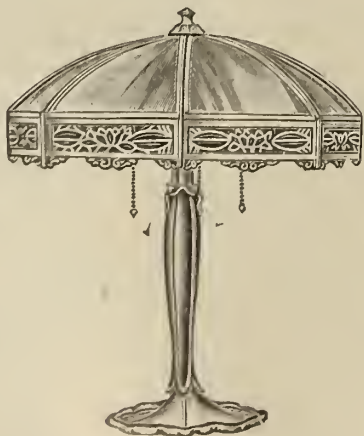
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